

# AMERICAN NURSEYMAN

THE NATIONAL JOURNAL OF COMMERCIAL HORTICULTURE  
CHIEF EXPONENT OF THE AMERICAN NURSERY TRADE

Vol. XXXVI

JULY, 1922

No. 1

## Painesville Nurseries



### The Storrs & Harrison Company

Established 1854 NURSEYMAN FLORISTS SEEDSMEN 48 Greenhouses  
PAINESVILLE, OHIO. 1200 Acres

39 STATE ST.



ROCHESTER, N. Y.

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**ROSES and PEACHES**

**are**

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A Complete Variety List  
of

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NIALS, EVERGREENS.**

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**1 year in ear lots or less.**

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**HICKORY, NORTH CAROLINA**

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**"GOOD TIMES AHEAD"**  
for at least another Fall and Spring

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We have a good supply of leading as well as scarce items, including Hydrangea P. G., tree and bush form, Spirea Anthony Waterer, Spirea Thunbergii, Weigela, Calycanthus, Cydonia, Weeping Mulberry and Catalpa Bungei.

A COMPLETE ASSORTMENT OF HIGH-GRADE  
ORNAMENTAL STOCK.

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**PRINCETON IN NEW JERSEY**

JULY 1, 1922

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with a side issue  
Get side issue results

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**AMERICAN NURSERYMAN**)

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*Ebergreens*, Fruit and Orna-  
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**MONROE - - - MICHIGAN**

MANUFACTURERS OF  
I. E. ILGENFRITZ SONS' Co.'s Celebrated Graft and Stock Planter and Firmer



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# American Nurseryman Directory of American Plant Propagators

Listing Nursery Concerns Which Specialize in Production of Young Stock,  
Including That Which Has Heretofore Been Imported

The American Plant Propagators' Association, Organized in 1918, Will Hold Its Fifth Annual  
Meeting in Chicago, Ill., June, 1923. F. W. von Oven, Naperville, Ill., Secretary

TWO-INCH BLOCKS ONLY ARE SOLD IN THIS DIRECTORY. EACH BLOCK \$5.00 PER MONTH UNDER YEARLY  
CONTRACT, INCLUDING PUBLICATION ALSO IN THE "AMERICAN NURSERY TRADE BULLETIN"

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Complete assortment of Evergreens including Firs, Junipers, Spruces, Pines, Yews, Arbor Vitae, Cedrus, Taxus, Biotas, etc. Also deciduous ornamental trees and shrubs in wide variety. Your patronage is appreciated.

Write for Wholesale Trade List

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Evergreen Specialists  
Largest Growers in America  
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ESTABLISHED 1886

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— Growers of —

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**LINING OUT STOCK**

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## FIVE MILLION ORNAMENTAL Lining Out Stock

FALL 1922  
SPRING 1923

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Cultra Bros., Mgrs., Onarga, Ill.

GET NEXT

## ★ STAR ROSES

— Oak Brand Shrubs

— American Pedigree Cannas

The **CONARD** ★ **WEST GROVE,**  
C & JONESC. Penn., U.S.A.

ROBERT PYLE, Pres. A. WINTZER, V-Pres

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I am now ready to accept orders for:  
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Grown from cuttings planted Spring 1921.  
They will be graded as follows:  
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One year - No. 1 One year - No. 2  
One year - No. 3

"Correspondence is Solicited"

**FAIRFIELD NURSERIES,** SALISBURY,  
CHARLES M. PETERS, Proprietor. MARYLAND.

## SHRUBS - - TREES

A General Line of Ornamentals.

**YOUNG STOCK**—For Nursery Planting

We were among the first to produce our own goods. We are making young plants for others—why not for you?

Grown Right—Dug Right—Packed Right

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AURORA, ILL.

## Bobbink & Atkins

Complete collection of Choicest Evergreens.

Complete collection of Broad-leaved Evergreens, such as Rhododendrons, Azaleas, Hollies, etc.

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Hardy Herbaceous Plants.

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FOREST NURSERY CO. BOYD BROS. McMinnville, Tenn.

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BERLIN MARYLAND

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SEEDLINGS and TRANSPLANTS  
FOR LINING OUT

WRITE FOR OUR PRICE LIST

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"WE GROW OUR OWN TREES."

CHESHIRE, - - - - - CONN.

## EVERGREENS

Seedlings—Transplants—Cuttings  
grown under glass

**MILLIONS OF THEM**

Also a list of Apple, Shade Trees, Hedgeplants, Shrubs, Vines, and Peony  
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Charles City, Iowa.

## Little Tree Farms

AT FRAMINGHAM, MASS.

Millions of Evergreens and Deciduous tree  
Complete in grades and sizes.

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Firs, Junipers, Arborvitae, Pines, Spruces,  
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419 Baylston Street, BOSTON, MASS.

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	Per 100	Per 1000
American Arbor Vitae 8-15"	\$ 3.00	\$ 15.00
Juniperus canadensis 10-15"	15.00	125.00
American Hemlock 6-10"	4.00	20.00
Red Spruce, 6-10"	4.00	20.00
Balsam Fir 6-10"	3.00	10.00
Ostrich Ferns, No. 1	5.00	25.00
Maidenhair Ferns, No. 1	3.00	20.00
Royal Ferns, No. 1	8.00	60.00
Potentilla fruticosa 10-15"	5.00	30.00

And a great many other items.

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"GROWN In VERMONT, It's HARDY"

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Nurseries at

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CONTRACT FOREST PLANTING

SEEDS OF NATIVE NORTHERN  
CONIFERS

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We make a specialty of growing rooted cuttings and young plants of such evergreens as Pittosporums, Viburnum odoratissimum, Viburnum tinus, Azalea Indica, Abelia grandiflora, etc. We quote prices in the florists' Journals.

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[Please mention American Nurseryman.]

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We have especially fine blocks of following shade trees, in sizes named, grown in good wide rows with plenty of room to develop good top and roots. We wish to clear several of these blocks which stand in the middle of a big field. We will make the price right.  
How many do you need?

#### SHADE TREES

American White Elm... 6-8 ft., 8-10 ft., 1 1/2-2", 2-2 1/2", 2 1/2-3"  
Silver Maple..... 8-10 ft., 10-12 ft., 2-2 1/2", 2 1/2-3", 3-3 1/2"  
Carolina Poplar..... 8-10 ft., 10-12 ft., 2 1/2"

#### ORNAMENTALS

300 Aralia Pentaphylla..... 3-4 ft.  
500 Buddleia Var. Mag. (Butterfly Bush)..... 2 yr.  
300 Weigela Rosea ..... 3-4 ft.  
200 Forsythia Viridissima ..... 2-3 ft.  
200 Lonicera Grand. Rosea..... 3-4 ft.  
400 Phila. Coronarius ..... 2-3 ft.  
200 Spirea Billardi ..... 2-3 ft.  
200 Spirea Opul. Aurea..... 4-5 ft.  
500 Symphor. Racemosus (Snowberry)..... 18-24 in.  
500 Symphor. Racemosus (Snowberry)..... 2-3 ft.  
200 Syringa Vulgaris (Com. Purple)..... 3-4 ft.  
200 Viburnum Dentatum ..... 3-4 ft.  
500 Opulus Sterilis (Snowball)..... 3-4 ft.  
1000 Viburnum Opulus Sterilis (Snowball)..... 4-5 ft.

**STARK BRO'S, Nurseries and Orchards Co.,**  
LOUISIANA, MISSOURI.

## Fruit Tree Stocks

#### American Grown

**Apple Seedlings**, all grades. Well grown, carefully handled and graded.

**Pear Seedlings**, grown from French imported seed, also from Japan seed from both the Pyrus Ussuriensis and the Pyrus Serotina variety.

**Mahaleb Cherry and Peach Seedlings**, in all grades.

Car load lots to central points.

#### French Grown

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We carry one of the largest and most complete lines of general nursery stock in the country. It is a pleasure to quote your want list.

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A. F. LAKE, Pres., R. S. LAKE, Sec'y-T.

**SHENANDOAH, IOWA**

### The Nurseryman's Catalogue

The catalogue is to sell goods: to sell the goods of the man that pays for it. If it does that, it is a good catalogue. If it fails to bring the orders in, it is not a good catalogue, no matter how fine a book it may be. Fine feathers don't make fine birds.

But the quality of the offer carries a subtle suggestion of the quality of things offered. So the Nursery catalogue should be handsome as to printing and effective as to making sales. That is the kind we are interested in.

Our artists and workmen are experts in turning out fine printing. But printers think in terms of fine printing. Nurserymen think in terms of selling Nursery stock. The Secretary of our company and the Manager of our Horticultural Printing Department is John Watson, formerly President of the American Association of Nurserymen, who has had practical experience as a Nurseryman in different parts of the country and who has a record as a salesman. Mr. Watson looks after the technical part of the work and studies every catalogue job from the Nurseryman's standpoint and its selling possibilities for each particular firm; for he knows the firms in the trade, their Nurseries and their equipment.

Now we think we have a rare combination that offers unusual service to Nurserymen. Lay your problems before us for suggestions. Tell us what you want and we will co-operate with you in preparing sales-producing stuff to fit your business.

**THE DUBOIS PRESS**  
HORTICULTURAL PRINTERS  
**Rochester, New York**

## PEONIES

A few Bargains in 2 to 4 Eye Divisions for September Shipment.

#### OUR UNIQUE GUARANTEE

WE WILL REPLACE WITH THREE  
Every Plant Blooming Untrue to Description  
13th Year for this Guarantee.

	Per 10	Per 100
<b>Couronne d'Or</b> (Calot 1873). Extra large, flat semi-rose type. Splendid grower and always develops well. Ivory white with carmine flecks having a ring of yellow stamens around the center, hence its name of "Crown of Gold." Our most dependable late white cut flower. Very fragrant	\$ 2.50	\$ 22.00
<b>Octavie Demay</b> (Calot 1867). Very large, flat crown. Guard and center, pale hydrangea pink, collar almost white. Fragrant. Strong stems. Very free bloomer.	5.75	48.00
<b>Venus</b> (Kelway 1888). Large, compact crown, pale hydrangea pink, large petals with extra large guard-petals making it the best pink bud for cutting. Rose fragrance. Erect and very free bloomer. Good keeper.	6.00	50.00
<b>Albert Crousse</b> (Crousse 1893). Very large, flat compact bomb. Seashell salmon pink, flecked crimson. Fragrant. Erect. Free blooming.	5.65	47.00
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<b>Pierre Duchartre</b> (Crousse 1895). Large, compact rose type. Delicate flesh pink. Fragrant. Strong stems. Very free bloomer even on young plants.	7.50	65.00

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## AMERICAN NURSERYMAN — JULY, 1922

**EDITORIAL DEPARTMENT**—Communications on any subject connected with Commercial Horticulture, Nurseries or Arboriculture are cordially invited by the Editor; also articles on these subjects and papers prepared for conventions of Nursery or Horticultural associations. We also shall be pleased to reproduce photographs relating to these topics, Orchard Scenes, Cold Storage Houses, Office Buildings, Fields of Stock, Specimen Trees and Plants, Portraits of Individuals, etc. All photographs will be returned promptly.

**ADVERTISING**—Advertising forms close on the 27th of each month. If proofs are wanted, copy should be on hand one week earlier. Advertising rate is \$2.50 per column-width inch.

"AMERICAN NURSERYMAN" is distinctive in that it reaches an exceptional list and covers the field of the business man engaged in Commercial Horticulture—the earl operator. Here is concentrated class circulation of high character—the Trade Journal of Commercial Horticulture, quality rather than quantity.

"AMERICAN NURSERYMAN" will not accept advertisements that do not represent reliable concerns. **SUBSCRIPTIONS**—"AMERICAN NURSERYMAN" will be sent to any address in the United States for \$2.00 a year; to Canada or abroad for \$2.50 a year. Add ten cents unless bank draft, postal or express money order is used. Three years \$5.00, in U. S.

RALPH T. OLCOTT  
Editor Manager

AMERICAN FRUITS PUBLISHING COMPANY, INC.

39 State Street,  
Rochester, N. Y.

**WHAT THIS MAGAZINE STANDS FOR**—Clean chronicling of commercial news of the Planting Field and Nursery. An honest, fearless policy in harmony with the growing ethics of modern business methods.

Co-operation rather than competition and the encouragement of all that makes for the welfare of the trade and of each of its units.

Wholesome, clean-cut, ring true independence.

**INDEPENDENT AND FEARLESS**—"AMERICAN NURSERYMAN" is not the official journal of any organization. It therefore makes no distinction in favor of any. It is untrammelled in its absolutely independent position and is the only Nursery Trade publication which is not owned by nurserymen.

This Magazine has no connection whatever with a particular enterprise. Absolutely unbiased and independent in all its dealings.

Though it happens that its place of publication is in the eastern section of the country, it is thoroughly National in its character and International in its circulation.

Its news and advertising columns bristle with announcements from every news corner of the Continent.

It represents the results of American industry in one of the greatest callings—Commercial Horticulture in all its phases of Nursery Stock, Orchard and Landscape Planting and Distribution.

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THE  
PREFERRED  
STOCK**LIMPING LIMERICKS**

(SERIES A, NO. 2)

That lively old dame, Mother Goose,  
Wrote nursery rhymes like the deuce,  
But she never had heard  
Of J. & P. Preferred  
So for her clever rhymes we've no use.

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PREFERRED  
STOCK**SPECIALS FOR 1922-1923****ROSES**

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(Prunus Triloba)

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(WHOLESALE ONLY)

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STOCKTHE  
PREFERRED  
STOCK**ON ASSORTED CARLOADS**

of ornamentals we can save you money. Let us talk it over. Also a few surplus carloads of Amour River and California Privet. It will pay to get our prices on assorted carloads.

**ONARGA NURSERY CO.**  
**CULTRA BROS., Mgrs., ONARGA, ILLINOIS**

**RICE BROTHERS CO.**

GENEVA, N. Y.

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Fruit Trees, Ornamental Trees,  
Shrubs and Roses**

WRITE FOR PRICES

**READY TO DO BUSINESS**

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LARGER and BETTER Line Than Ever Before



Fruit Trees,  
Ornamental Trees,  
Evergreens,

Clematis, Large Flowering  
Privet, California  
Privet, Amour River

**Headquarters For****BARBERRY THUNBERGII SEEDLINGS**

Overstocked—lower than pre-war prices.

**SMALL FRUITS, CLIMBING VINES**

Ornamental Shrubs,  
Roses, good assortment,

Paeonias and Phlox  
Rhubarb

**BARBERRY THUNBERGII, 2 and 3 year**

**IMPORTED FRENCH GROWN FRUIT TREE AND  
ROSE STOCKS**, quoted, graded, and shipped from  
Manchester.

**KANSAS GROWN APPLE SEEDLINGS**, shipped  
direct from Topeka. Produced by one of the oldest and  
best growers in the Kaw Valley.

**ROSA MULTIFLORA JAPONICA SEEDLINGS**,  
very scarce.

SEND US YOUR WANT LIST. WE GIVE YOU SERVICE  
AND OUR GRADES ARE RIGHT.

**C. R. BURR & CO.**  
MANCHESTER, CONN.

Chief Exponent of the American Nursery Trade

**The American Nurseryman**

National Journal of Commercial Horticulture

AMERICAN FRUITS PUBLISHING COMPANY, Inc.,

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"You are issuing a splendid Journal, covering the news of  
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American Association of Nurserymen.

Edited by Ralph T. Olcott, founder of American Nursery  
Trade Journalism. "The dean of Nursery Trade Journalists,  
who, since June, 1893—a quarter of a century—has boosted  
all the time for the interests of all nurserymen."—Former  
President John Watson, American Association of Nurserymen.

**ONE CAN** only act in the light of present knowledge.

Until you know of the existence of such a Nursery Trade  
Journal as the AMERICAN NURSERYMAN you must act with  
such knowledge as you have.

It is for this reason that we are glad to acquaint you with  
this publication. It speaks for itself; but if you would have  
corroborative proof, ask any prominent Nurseryman.

Calls for back numbers come in almost every  
mail. Many cannot be supplied, as editions have  
been exhausted. The only safe way is to see  
that your subscription is paid for in advance.

"A paper which gives the best value for the money to the  
reader will give the best value to the advertiser as well. I  
don't think there is any argument about the soundness of  
this view."—H. Dumont, Chicago, Ill., in Printer's Ink.



# American Nurseryman

## The National Journal Of Commercial Horticulture

Entered September 1, 1916, at Rochester, N. Y. Post Office as second-class mail matter

Vol. XXXVI

ROCHESTER N. Y., JULY, 1922

No. 1

### AMERICAN ASSOCIATION OF NURSERYMEN IN ANNUAL SESSION

A Business Meeting From Start to Finish—Remarkable Results Fully Endorsing the Policy of Transition From the Simple Life to Keeping Step With the Progressive Phases of Modern Big Business.

The 47th annual convention of the American Association of Nurserymen was opened at the Wolverine hotel, Detroit, Mich., June 28th at 10:15 p. m. by President M. R. Cashman, with an attendance of 250. In the absence of W. K. Wyman who was detained at home as the result of an automobile accident, the invocation was pronounced by J. W. Hill, Des Moines, Ia. The Nurserymen were welcomed to the city by Capt. Harry W. Bush, secretary and general superintendent of the Department of Parks and Boulevards of the City of Detroit. The response was by J. Edward Moon, former president of the Association who remarked upon the appropriateness of being welcomed by a Bush.

"I wonder," said Mr. Moon, "if the citizens realize that probably, next to the milkman, the Nurseryman is the representative of the industry which has the most important bearing upon the sustenance of a community, in that the fruits so necessary to the preservation of health are produced from the trees and plants supplied by Nurserymen. Yet our industry, unlike that which has been mainly responsible for the doubling of the population of Detroit in a single decade, is not protected by patents. If it had been otherwise, probably Nurserymen would have amassed fortunes not unlike those of the great manufacturers here. We are handicapped by lack of protection which would permit such accumulation of capital. It seems to me the city might well consider the planting of a tree or an avenue of trees to serve as memorials, upon the occasion of the meeting not only of a Nurserymen's Association in the city, but also of a national organization of flivver manufacturers. Such a custom would provide not a fading memorial but an enhancing memorial as the years pass. Our Association stands ready to supply the trees for reforestation. We do not see any reason for attempting to supply trees on a congressional seed packet basis, however. We are back of the reforestation of the waste places on an equitable basis."

President Cashman at the outset made a plea for full attendance at all the sessions of the convention. "This is your organization," he said. The Association has a purpose—to further the interests of the Nursery trade. Can it be done with only a few members present when we are presenting papers and reports which it has taken hours to prepare? The men on our program, some of them of national reputation, are entitled to the courtesy of a large attendance of our members. It has taken a long time to prepare sessions which shall be profitable.

#### SECRETARY'S REPORT

Secretary Charles Sizemore, Louisiana, Mo., presented his report.

Treasurer J. W. Hill's report showed a balance on hand in June 1921 of \$10,388.17. During the fiscal year receipts amounted to

\$43,772.41, disbursements to \$22,373.98 leaving a balance on hand of \$21,378.43.

Chairman William Flemer, Jr., of the program committee made his report, as did also Chairman Paul Fortmiller of the banquet committee.

President Cashman then delivered his annual address.

Paul C. Stark at the written request of Dr. L. H. Bailey, president of the American Pomological Society asked direct co-operation of the Association with the A. P. S. W. C. Reed thought every Nursery concern ought to have at least one member in the A. P. S. The work of the Society was warmly indorsed by President Cashman.

The chair read a letter written to the president of the A. A. N. by Secretary Wallace of the U. S. Dept. Agr. expressing pleasure that Mr. Cashman in behalf of the Association had approved the suggestion by Mr. Wallace that an advisory committee of three Nurserymen be appointed so that there might be consultation by the Dept. in any matter of quarantine, etc. It was made clear that decision in all cases, however, must rest with the Federal Horticultural Board. Secretary Wallace said he felt sure that the membership of the A. A. N. was broad enough to recognize the fact that there must be regulations for the protection of American agriculture and horticulture and he noted with pleasure that Quarantine 37 was now approved by most of the Nurserymen who had at first opposed it. J. W. Hill reported that the subject had been discussed by him with Sec'y Wallace recently upon the occasion of a visit by Mr. Wallace to his home town, Des Moines.

Chairman Orlando Harrison of the committee on legislation presented a report on the conference in Washington, D. C., May 15th on Quarantine 37. Report of this conference has been made in the *American Nurseryman*.

Mr. Harrison reported as to the tariff that the schedule as now proposed by Congress doubles the present duty. As there is comparatively little Nursery stock imported, the Association did not take any action.

Earl Needham reported for the finance committee of the executive committee, that the secretary and the treasurer are under proper bonds, the books have been audited and the treasurer has on hand a balance of about \$21,000 at interest.

Chairman Harlan P. Kelsey presented the report of the committee on nomenclature, a subject closely allied with standardization upon which he also reported.

#### REPORT OF COMMITTEE ON NOMENCLATURE

To the President and Members:

As Secretary of the American Joint Committee on Horticultural Nomenclature your chairman is able to give the latest information as to the forthcoming Official Catalog of Standardized Plant Names. As you know, the actual work of producing the material for this catalog has been done by a subcommittee of three, Frederick Law Olmsted,

chairman; Frederick V. Coville, and Harlan P. Kelsey, ably assisted by officers of national organizations in all leading horticultural lines. In the mechanical and business end the subcommittee is working closely with J. Horace McFarland, chairman of the American Joint Committee, who is also doing the printing, which insures the highest sort of typographical excellence and accuracy.

All the original preparation of manuscript is finished, and Dr. Coville, honorary member of the A. A. N. Committee is handling the preparation of final copy for the printer.

Over one-fourth of the work is now in type and a set of galley proof sheets up to number 65 is submitted herewith as a part of this report, together with the Fruit Name List printed as a separate. It is by far the most authentic, accurate and up-to-date list of Fruit Names ever published. This list, however, is being further revised as belated proof sheets come in.

No one, least of all your chairman, realized the size of the job we were undertaking; yet while everyone regrets the delay, I am sure that the finished product will be such as to fully warrant the extra time used in careful proof-reading and revision.

This proof-reading mostly is done by the subcommittee, for those Nurserymen who received proofsheets threw up their hands when they saw what they were up against.

Last year the A. A. N. appropriated \$250 towards the expenses of the American Joint Committee, and advanced \$750 as a loan. In view of the unavoidable expenses continuing I believe the Association should again this year appropriate \$250.

So far 1095 copies have been subscribed for at the advance price of \$3.50 per copy entirely in response to circulars sent out by the Secretary, showing that with wide publicity the work will be a success in every way. The comments on the proof-sheets by experts are highly commendatory.

The price is now \$5.00 per copy, and every effort should be made to run the sales up to several thousand copies.

Dr. Coville is devoting much time and labor to the final preparation of printers copy, a work that can only be done by a single person of exceptional ability in that particular line. The Government's hearty co-operation has saved thousands of dollars expense to the American Joint Committee, and horticulturists everywhere should know and appreciate this.

The path trodden has been new and thorny and the obstacles unbelievably difficult, but we see daylight ahead and I believe that publication may certainly be looked for in a few months.

For the Committee, Harlan P. Kelsey, chairman; Frederick V. Coville, J. Horace McFarland.

#### STANDARDIZATION

Mr. Kelsey's report this year on the subject of standardization caused all to sit up and take notice. Instead of the usual committee report of one or two typewritten pages, this one was printed, interleaved, in quantity sufficient to provide two copies for each member of the Association, with the idea that the report would be discussed at the convention and afterward and that at the 1923 convention it could be adopted as revised. It is the first comprehensive report ever made to the Association on the subject. It was discussed and amended in minor particulars, the fruit tree grading section being referred to the Retail Nurserymen's Asso-

ciation, and the entire matter was laid over until the next annual convention when it is expected it will be finally revised and formally adopted.

Chairman R. A. Simpson's committee report on tropical fruits and citrus supplemented Mr. Kelsey's report.

W. G. McKay, Madison, Wis., reported for the committee on distribution that stock seems to be absorbed for the most part. The committee deplored the fact that surplus stock finds its way to department stores where it is retailed at prices lower than the wholesale price to Nurserymen. A new Nursery directory was suggested and that two copies be supplied to each member.

J. W. Hill reported for the committee on necrology.

#### VIGILANCE COMMITTEE

The vigilance committee through its chairman, Paul C. Lindley made partial report and later completed its presentation. Many minor infractions of the standard of ethics were reported. It was urged that price lists should not be sent out on postal cards; they may be sent in card form if in shape of a folder held together with a clip, the price list being on the inner pages out of sight. Capper's Weekly has modified its apple graft premium offer but the matter is still in misleading form, the committee said. The use of a picture of an experiment station on a letter head is regarded as not good practice. It was reported that F. W. Wells, Dansville, N. Y., against whom complaints had been made and who passed through bankruptcy proceedings is again in business under the name of the Pomona United Nurseries. Answering a correspondent in Shelbyville, O., who complained that the Chamber of Commerce was selling Nursery stock at wholesale prices, Chairman Lindley told the correspondent to go ahead and sell his stock for any price he could get. As to early bearing peach trees bearing the first year, that was not phenomenal. Stanley's cartoons and Nursery advt. rhymes were quoted under the chairman's dissertation on "Why People Laugh At Us." Mr. Lindley asked the entomologists of West Virginia, Kentucky and Maryland to go after the Tennessee authorities and require that an inspector be located in the Smithville and McMinnville districts. As a result there were six inspectors at the Smithville packing houses last fall correcting many bad practices. State Entomologist Bentley of Tennessee wrote the vigilance committee thanking it for its action and saying that the action had given his office courage to demand additional appropriation for the work, resulting in fund of \$34,000 from the legislature. The Smithville district formed an association of 100 members which offered to do anything to get the inspectors away from Smithville.

William Pitkin who was obliged to return to Rochester, N. Y., was given opportunity to speak briefly of the regulations on currants and gooseberries. He said that Kansas is in the restricted area though there are no pine forests in Kansas. In Minnesota the restrictions have been removed. Ontario, Canada, has removed them so far as New York State is concerned. Scientists do not agree on the matter of danger of transmission of white pine rust. Authorities have not been able to show that defoliated currant or gooseberry plants were carriers of the rust. The blister rust has been found in the state of Washington notwithstanding the restrictions as to shipments from East to West. Mr. Pitkin thought the Association should take some action looking toward modification of

the present restrictions as to shipment of currants and gooseberries. A number of Nursery concerns have been fined from \$25 to \$100 for each offense. He believed the division line should be moved further west.

Telegrams of appreciation were sent to J. C. Vaughan and J. T. Lovett, charter members of the Association. A letter from Frederic W. Kelsey, New York, directed attention to his efforts to secure reduction of freight and express charges, as outlined in the *American Nurseryman*.

President Cashman announced that the executive committee, through Henry B. Chase had rewritten the constitution, making some changes necessitated by the incorporation of the Association and other action in recent years. The changes are as follows:

#### CONSTITUTION

Article 1—The name of the Association is the American Association of Nurserymen Incorporated. In the first line of the second paragraph of the third section of Article 1 the year 1915 is changed to 1923.

Article 2—Add: "Sixth, to provide, through its vigilance committee a safeguard to the planting public. Seventh, to provide through its arbitration committee a channel for the proper adjustment of disputed accounts or controversies between its members."

Article 3 is changed to include among the officers "three trustees, Nurserymen, from the State of New Jersey, and a resident agent who shall be a citizen of New Jersey."

"The trustees shall be recommended by the executive committee and elected by the membership and shall hold office for one, two and three years, one member to be elected each year. The resident agent shall be recommended by the executive committee, elected by the membership and hold office until his successor is chosen."

Article 7—Add: "The membership fee and dues to be paid prior to the 1923 convention and annually thereafter until Article 7 of the Constitution shall be amended."

"The annual membership fee and dues based upon the above schedule are due prior to the date of annual meeting and any member failing to pay membership fee and dues prior to opening of annual convention shall be denied the privileges of active membership—but said member shall have the right to reinstate himself by payment of dues on or before September 1st following date of convention. Any member making a report of less than the amount due the Association as provided above shall forfeit his membership."

Article 9—(new): "It shall be the duty of every member of this association to report to the Vigilance Committee hereof any character of dealings on the part of association members not in accord with established business ethics, and the Vigilance Committee shall immediately make such investigations as will develop all the facts in the case and submit their report to the Executive Committee. If in the wisdom of the Executive Committee the facts warrant and it is proven that such members dealings violate established ethical relations, they shall bring their report before the next annual convention and such member may be expelled or suspended from membership in the Association by a majority vote of the members present at any annual meeting, provided such member shall have the right to be heard in his own behalf after due notification before such action is taken."

#### BY-LAWS

Section 3—Inserted matter as to secretary's duties: "He shall, once each year during the months of December mail to

each member a complete list of the Association membership, so that each member may report to the Vigilance Committee through the secretary, any member guilty of unscrupulous or fraudulent dealings."

Section 5—"The Executive Committee may approve, by a majority vote of its members, any proposed action or investigations of the Vigilance Committee and when so approved they shall have authority to provide the necessary funds of this association to carry same into effect. \* \* \* Handle such association affairs as may properly be brought to its attention by the Trustees and Resident Agent of New Jersey."

Section 8—(New): "The Vigilance Committee shall consist of a chairman and six members, a total of seven, to be appointed by the President. They shall investigate thoroughly all cases brought to their attention by members, non-members, planters or purchasers, of fraudulent or dishonest dealings on the part of Nurserymen and all others engaged in the sale of Nursery products. They shall report their findings to the Executive Committee and when such a course is justified the Executive Committee shall be expected to protect the interests of the one offended and secure for him a suitable adjustment of his case under authority of Section 5. They shall endeavor to correct misleading, extravagant and unethical statements in Nursery advertising, catalogs, descriptive matter, etc."

Section 9—(New): "The Arbitration Committee shall consist of a chairman and four members, a total of five, to be appointed by the President. It shall be their duty to arbitrate any matters of controversy between members of this association. Both parties to the controversy shall transmit to the chairman the necessary brief, correspondence, invoices, statements, etc., and both sets of papers shall be perused by each member separately and his verdict transmitted to the Chairman in a sealed envelope. The findings of a majority of the committee shall govern. If but one party to a controversy submits his brief and papers and the second party, after thirty days notice, in writing by the Chairman still fails to submit his papers, the committee must proceed with the case on the one set of papers in hand. The refusal of any member to arbitrate a difference between members or abide by the decision of the Arbitration committee, may be ground for expulsion or suspension of such member from the rolls of the association."

All of these changes were formally approved by vote at the Detroit convention; but it was ordered that the Constitution and By-laws be published to the membership and that at the 1923 convention the entire matter be passed upon by Association vote.

A. F. Lake, speaking upon the subject, "Are We Fooling Ourselves?" said: "I have been attending these conventions for 25 years. During that time 50 per cent of the men who have talked here have not had much to say." He then outlined the experience of a Nurseryman who endeavored to produce a superior quality of Nursery stock depending upon trusted employees, only to find in the round-up that results were disappointing—that things were not as they had been reported to him by his employees. The Nurseryman had neglected to train his son in the business thoroughly and he could not consult with him. His wife advised him to attend the A. A. N. convention and learn how to solve problems. So he went and heard among the speeches a big man nation-

(Continued on Page 18)





## ADVANCE PRICE LIST FALL 1922—SPRING 1923

# HILL'S CHOICE EVERGREENS

### For Lining Out

NOTE: Prices quoted are for NURSERYMEN ONLY

Choice ornamental Stock is not plentiful, but for early orders we can supply the following items. We also have other varieties and sizes not shown here. Send for latest price list

This is a partial list only. Send for complete price list.

Variety	10	100	1000	Variety	10	100	1000
<b>Abies Balsamea (Balsam Fir)</b>				<b>Pinus Banksiana (Jack Pine)</b>			
6-8 inch x Bedded Stock		\$11.00	\$100.00	4-6 inch o 2 yr. From Seedling Beds		2.50	15.00
<b>Abies Douglasii (Douglas Fir)</b>				<b>Pinus Cembra (Swiss Stone Pine)</b>			
4-6 inch o 2 yr. From Seedling Beds		4.50	30.00	4-6 inch x Bedded Stock	3.50	25.00	
6-8 " x Bedded Stock		10.00	90.00	<b>Pinus Mugho Compacta (Hill's Dwarf Mt. Pine)</b>			
10-12 " xx From Field Rows	3.00	25.00	225.00	6-8 inch x Bedded Stock		20.00	
<b>Abies Tsuga Canadensis (Hemlock)</b>				8-10 " xx From Field Rows	5.50	45.00	
6-8 inch x Bedded Stock		13.50	125.00	10-12 " xx From Field Rows	6.00	50.00	
12-18 " xx From Field Rows	4.50	40.00		<b>Pinus Ponderosa (Ponderosa Pine)</b>			
<b>Biota Orientalis (Chinese Arbor Vitae)</b>				10-12 inch xx From Field Rows	2.00	15.00	
6-8 inch o 2 yr. From Seedling Beds		3.00	20.00	12-18 " xx From Field Rows	2.50	20.00	
8-10 " x Bedded Stock		6.00	50.00	<b>Pinus Strobus (White Pine)</b>			
<b>Biota Orientalis Pyramidalis (Baker's Intro'n)</b>				4-6 inch o 2 yr. From Seedling Beds		2.50	15.00
6-8 inch x Bedded Stock		27.50		10-12 " xx From Field Rows	2.00	15.00	
<b>Biota Orientalis Pyramidalis Globosa Green</b>				<b>Pinus Sylvestris (Scotch Pine)</b>			
6-8 inch x Bedded Stock		25.00		6-8 inch o 2 yr. From Seedling Beds		2.25	17.50
<b>Biota Orientalis Pyramidalis Green</b>				12-18 " xx From Field Rows	2.75	22.50	
6-8 inch x Bedded Stock		35.00		<b>Pinus Thunbergii (Japanese Black Pine)</b>			
<b>Biota Orientalis Texana Glauca</b>				6-8 inch o 2 yr. From Seedling Beds		8.00	
6-8 inch x Bedded Stock		35.00		<b>Retinospora Filifera Aurea</b>			
<b>Biota Orientalis Compacta Green</b>				6-8 inch x Bedded Stock		35.00	
6-8 inch x Bedded Stock		27.50		<b>Retinospora Plumosa</b>			
<b>Biota Orientalis Aurea Nana</b>				8-10 inch x Bedded Stock		30.00	
6-8 inch x Bedded Stock		18.00	150.00	<b>Retinospora Plumosa Aurea</b>			
<b>Cedrus Atlantica Argentea</b>				8-10 inch x Bedded Stock		32.50	
2-4 inch o 1 yr. From Seedling Beds		9.00		<b>Retinospora Squarrosa Veitchii</b>			
<b>Cedrus Deodara (Himalayan Cedar)</b>				8-10 inch x Bedded Stock		30.00	
2-4 inch o 1 yr. From Seedling Beds		7.50	65.00	<b>Taxodium Distichum (Bald Cypress)</b>			
<b>Cedrus Libani (Cedar of Lebanon)</b>				6-8 inch o 1 yr. From Seedling Beds		9.00	80.00
2-4 inch o 1 yr. From Seedling Beds		9.00	80.00	<b>Taxus Canadensis (American Yew)</b>			
<b>Cupressus Sempervirens Fastigiata (Ital. Cyp.)</b>				10-12 inch x Bedded Stock	2.25	17.50	
6-8 inch x Bedded Stock		22.50		<b>Taxus Canadensis (American Yew)</b>			
<b>Cupressus Macrocarpa (Monterey Cypress)</b>				10-12 inch x Bedded Stock	2.25	17.50	
6-8 inch x Bedded Stock		15.00		<b>Taxus Canadensis (American Yew)</b>			
<b>Cupressus Arizonica (Arizona Cypress)</b>				10-12 inch x Bedded Stock	2.25	17.50	
6-8 inch x Bedded Stock		16.50		<b>Taxus Canadensis (American Yew)</b>			
<b>Juniperus Canadensis (J. Communis)</b>				10-12 inch x Bedded Stock	2.25	17.50	
6-8 inch o 2 yr. From Seedling Beds		7.50	65.00	<b>Taxus Canadensis (American Yew)</b>			
6-8 " x Bedded Stock		15.00	140.00	10-12 inch x Bedded Stock	2.25	17.50	
12-18 " xx From Field Rows	5.00	40.00		<b>Taxus Canadensis (American Yew)</b>			
<b>Juniperus Canadensis Aurea</b>				10-12 inch x Bedded Stock	2.25	17.50	
*1-1½ feet xx From Field Rows	10.00	25.00		<b>Taxus Canadensis (American Yew)</b>			
<b>Juniperus Chinensis (Chinese Juniper)</b>				10-12 inch x Bedded Stock	2.25	17.50	
6-8 inch o 2 yr. From Seedling Beds		10.00		<b>Taxus Canadensis (American Yew)</b>			
<b>Juniperus Chinensis Pfitzeriana (Pfitz. Jun.)</b>				10-12 inch x Bedded Stock	2.25	17.50	
8-10 inch x Bedded Stock	3.50	25.00		<b>Taxus Canadensis (American Yew)</b>			
*1-1½ feet xx From Field Rows	10.00	75.00		10-12 inch x Bedded Stock	2.25	17.50	
<b>Juniperus Chinensis Procumbens</b>				<b>Taxus Canadensis (American Yew)</b>			
6-8 inch x Bedded Stock	5.00	35.00		10-12 inch x Bedded Stock	2.25	17.50	
<b>Juniperus Chinensis Stricta (Greek Juniper)</b>				<b>Taxus Canadensis (American Yew)</b>			
6-8 inch x Bedded Stock	5.00	40.00		10-12 inch x Bedded Stock	2.25	17.50	
<b>Juniperus Communis (English Juniper)</b>				<b>Taxus Canadensis (American Yew)</b>			
4-6 inch o 2 yr. From Seedling Beds		5.50	40.00	10-12 inch x Bedded Stock	2.25	17.50	
10-12 " x Bedded Stock		20.00		<b>Taxus Canadensis (American Yew)</b>			
<b>Juniperus Sabina (Savin Juniper)</b>				10-12 inch x Bedded Stock	2.25	17.50	
6-8 inch x Bedded Stock		27.50		<b>Taxus Canadensis (American Yew)</b>			
*1-1½ feet xx From Field Rows	7.50	65.00		10-12 inch x Bedded Stock	2.25	17.50	
<b>Juniperus Sabina Horizontalis</b>				<b>Taxus Canadensis (American Yew)</b>			
6-8 inch x Bedded Stock	4.00	30.00		10-12 inch x Bedded Stock	2.25	17.50	
10-12 " xx From Field Rows	6.00	50.00		<b>Taxus Canadensis (American Yew)</b>			
<b>Juniperus Sabina Prostrata (Hill's Waukegan Juniper)</b>				10-12 inch x Bedded Stock	2.25	17.50	
6-8 inch x Bedded Stock	4.50	35.00		<b>Taxus Canadensis (American Yew)</b>			
<b>Juniperus Sabina Tamariscifolia</b>				10-12 inch x Bedded Stock	2.25	17.50	
6-8 inch x Bedded Stock	3.50	27.50		<b>Taxus Canadensis (American Yew)</b>			
<b>Juniperus Scupulorum (Hill's Silver Juniper)</b>				10-12 inch x Bedded Stock	2.25	17.50	
10-12 inch xx From Field Rows	5.00	40.00		<b>Taxus Canadensis (American Yew)</b>			
<b>Juniperus Virginiana (Red Cedar)</b>				10-12 inch x Bedded Stock	2.25	17.50	
6-8 inch o 2 yr. From Seedling Beds		5.50	45.00	<b>Taxus Canadensis (American Yew)</b>			
6-8 " x Bedded Stock		7.50	65.00	10-12 inch x Bedded Stock	2.25	17.50	
12-18 " xx From Field Rows	2.50	20.00	180.00	<b>Taxus Canadensis (American Yew)</b>			
<b>Juniperus Virginiana Connarti (Connart Jun.)</b>				10-12 inch x Bedded Stock	2.25	17.50	
*1½-2 feet xx From Field Rows	10.00	90.00		<b>Taxus Canadensis (American Yew)</b>			
<b>Juniperus Virginiana Elegantisima Lee</b>				10-12 inch x Bedded Stock	2.25	17.50	
*1-1½ feet xx From Field Rows	12.50	115.00		<b>Taxus Canadensis (American Yew)</b>			
<b>Juniperus Virginiana Glauca</b>				10-12 inch x Bedded Stock	2.25	17.50	
*1½-2 feet xx From Field Rows	10.00	95.00		<b>Taxus Canadensis (American Yew)</b>			
<b>Juniperus Virginiana Kosteri</b>				10-12 inch x Bedded Stock	2.25	17.50	
8-10 inch x Bedded Stock	4.50	35.00		<b>Taxus Canadensis (American Yew)</b>			
<b>Juniperus Virginiana Pyramidalis</b>				10-12 inch x Bedded Stock	2.25	17.50	
6-8 inch x Bedded Stock	4.00	30.00		<b>Taxus Canadensis (American Yew)</b>			
<b>Juniperus Virginiana Schottii (Schott Jun.)</b>				10-12 inch x Bedded Stock	2.25	17.50	
*1½-2 feet xx From Field Rows	10.00	90.00		<b>Taxus Canadensis (American Yew)</b>			
<b>Picea Alba (White Spruce)</b>				10-12 inch x Bedded Stock	2.25	17.50	
8-10 inch x Bedded Stock		9.00	80.00	<b>Taxus Canadensis (American Yew)</b>			
12-18 " xx From Field Rows	3.00	25.00		10-12 inch x Bedded Stock	2.25	17.50	
<b>Picea Canadensis (Black Hill Spruce)</b>				<b>Taxus Canadensis (American Yew)</b>			
10-12 inch xx From Field Rows	3.50	30.00		10-12 inch x Bedded Stock	2.25	17.50	
<b>Picea Excelsa (Norway Spruce)</b>				<b>Taxus Canadensis (American Yew)</b>			
4-6 inch o 2 yr. From Seedling Beds		3.00	15.00	10-12 inch x Bedded Stock	2.25	17.50	
10-12 " xx From Field Rows	1.60	10.00	90.00	<b>Taxus Canadensis (American Yew)</b>			
12-18 " xx From Field Rows	2.00	14.00	130.00	10-12 inch x Bedded Stock	2.25	17.50	
18-24 " xx From Field Rows	2.75	21.00	200.00	<b>Taxus Canadensis (American Yew)</b>			
<b>Picea pungens (Colorado Blue Spruce)</b>				10-12 inch x Bedded Stock	2.25	17.50	
6-8 inch o 2 yr. From Seedling Beds		6.50	50.00	<b>Taxus Canadensis (American Yew)</b>			
8-10 " xx From Field Rows	3.00	25.00		10-12 inch x Bedded Stock	2.25	17.50	
10-12 " xx From Field Rows	3.50	30.00		<b>Taxus Canadensis (American Yew)</b>			
<b>Pinus Austriaca (Austrian Pine)</b>				10-12 inch x Bedded Stock	2.25	17.50	
8-10 inch x Bedded Stock		10.00	90.00	<b>Taxus Canadensis (American Yew)</b>			
10-12 " xx From Field Rows	8.50	25.00		10-12 inch x Bedded Stock	2.25	17.50	

#### SHRUBS AND SHADE TREES

We offer good, thrifty stock at reasonable rates, many choice varieties. Send for price list.

#### JUST A FEW BOXWOODS LEFT

Choice American grown Pyramids and Balls. Good color, well formed specimens that will please you. Balled and burlapped, carefully packed.

BOXWOOD	Each
Ball Shaped, 18x18 inches—B&B	\$5.50
Ball Shaped, 22x22 inches—B&B	6.50
Pyramid Shaped, 3 feet —B&B	6.50

B&B signifies balled and burlapped.

\* Indicates will be dug with small earth ball and burlapped at price quoted

Each x indicates one transplanting. o indicates seedlings not transplanted.  
5 of same variety and size at the 10 rate; 50 at the 100 rate; 500 at the 1000 rate.  
This is only a partial list of the good things we will have for delivery the coming season.

Send For Complete Trade List.

**The D. HILL NURSERY CO., Inc.,**  
BOX 402, Evergreen Specialists. Largest growers in America DUNDEE, ILL.

## Report of the Secretary, American Association

Secretary and Traffic Manager Sizemore in his annual report expressed opinion that a further reduction in addition to 10% decrease freight rates effective July 1st will be made soon in view of the reduction in railroad wages. In regard to endeavor to restore second-class rating on Nursery stock by express Mr. Sizemore reported:

"In discussing this with one or two classification experts in the Interstate Commerce Building they unofficially gave it as their opinion that neither the Commission or Express Company would ever grant the second-class rate again on all Nursery packages, but thought perhaps we might be successful before the Commission in having the old rating restored on Nursery stock packages weighing 300 lbs. or less and we expect to make the fight along that line when it comes up.

### PREPAYMENT OF FREIGHT

Some of the membership in Iowa, Massachusetts, Missouri, Alabama and other states had the usual trouble this spring of having their shipment refused by the carriers unless all freight charges were prepaid and when the matter was called to our attention we immediately took up with interested carriers and had the trouble adjusted. Along this line we would like to call the membership's attention to Consolidated Freight Classification No. 2, Page No. 5, Rule No. 9, Section No. 2 which reads as follows:

Freight on which prepayment is required may, on approval of the General Freight Department of the carrier with which the freight originated, be forwarded on a guarantee of the shipper that all charges will be paid at destination.

"When handling Nursery stock shipments very few of the agents remember the above rule, therefore, in future if any of you should have this trouble, simply call the agent's attention to it and you should not have any further trouble, but if you do write or wire us and we will take it up promptly. We have called attention to this matter in our annual report for the last seven or eight years, but presume in the rush of the busy season you have forgotten it.

### OUTSIDE TAG ON EXPRESS PACKAGES

American Railway Express general circular No. 4-B Section No. 1 states that all packages or boxes of Nursery stock must show an outside tag giving a list of the contents of each package. This spring some of our members had their shipments temporarily refused or delayed by the Express Agent demanding that they comply with the above ruling and when the matter was called to our attention we phoned and wrote the headquarters of the Express Company at St. Louis and followed it up with a personal visit the next day and discussed the above ruling thoroughly and we convinced them that it would work very much of a hardship upon the Nurserymen and be almost impossible to comply with and further suggested to them that as only three states required that an outside tag should show the contents of the package that the general rule referred to should be amended to read something like the following:

Where certain states require that the package should bear an outside tag showing the nature of contents and quantity such outside tag for Nursery stock going into such states should show the contents and quantity."

Under date of May 2nd the General Traffic Manager of the American Railway Express Company, New York City wrote us in regard to this as follows:

Reply to your letter of April 10th has been

delayed until I can make a little investigation of the subject matter.

Our sole purpose in requiring in our General Circular No. 4-B that the nature of contents and quantity of Nursery stock should be shown on the outside tag was to insure compliance with the various state laws which require that this be done, and we thought it would be simpler to make that a requirement as to all shipments rather than confine it to the states which specifically direct that it be done.

In view of what you say as to the annoyance and difficulty which it will make for the Nurserymen, I am quite agreeable to amending it as suggested by you, that is, make the requirement only as to shipments destined to states which specifically require it.

It may be sometime before we can get a Supplement to these instructions in the hands of our Agents, and meanwhile you are at liberty to make use of the information in this letter in any way that you see fit.

The correction, or amendment no doubt will be taken care of in the next supplement to general circular or long before the next Nursery season commences.

### CLASSIFICATION CHANGES

"During the year a few changes were made in the freight classification which were in the nature of reduction on Nursery stock shipments. One of these was in dormant shrubs in crates, also in boxes or barrels less than carload which up to this time no rating had been provided for.

### MEMBERSHIP

"Last year 351 members. Of this number 311 paid their dues and 40 dropped out which shows a loss of 11 4-10%.

"This year 332 members. Up to this writing 312 have paid their dues, and 20 have not paid. Should none of the 20 pay up it will only show a loss in membership of 6% compared to 4-10% last year.

### FINANCIAL REPORT

#### Receipts

Balance in Treasury July 1st, 1921.	\$16,748.61
Dues July 1st to date.	21,185.00
Badge Book Advertising July 1st to date.	1,553.60
Revenue from R. R. Claims Collections July 1st.	2,322.08
Revenue from Collection Bureau July 1st to date.	1,565.49
Revenue from Sundry Collections July 1st to date.	112.70
Interest on Daily Balance at Des Moines.	284.93
<b>Total</b>	<b>\$43,772.41</b>

#### Above Receipts Divide as Follows

Balance in Treasury July 1st, 1921.	\$16,748.61
Last Year's Dues.	9,820.00
Last Year's Advertising.	75.60
<b>Total Credited to Last Year.</b>	<b>\$25,644.21</b>
This Year's Dues.	\$11,365.00
This Year's Advertising.	1,478.00
This Year's R. R. Claim Collection	2,322.08
This Year's Collection Bureau Collections	1,565.49
This Year's Sundry Collections.	112.70
Int. on Daily Balance at Des Moines	284.93
<b>Total Receipts this Year.</b>	<b>\$17,128.20</b>

#### Disbursements

Vouchers issued by former Secy. Watson	\$ 4,138.41
Refund on dues account New Schedule	3,980.00
Reporting 1921 Convention.	100.00
Legal Advice	330.00
R. R. Fare and Hotel Expense of the Executive Committee, Secy. and others for Executive Com. Meeting, at Kansas City—Washington Conference on Quarantine	
37, Atlanta Entomologist Meeting and Secy. Trip to Washington and other points.	1,667.57
Premiums on Treasurer and Secy's Bond and Ins. Policy.	60.00
Market Development Committee	

Expense	2,290.08
J. W. Hill, Treas., Salary, 1921-22 and Exp.	\$ 164.16
Publishing 1921 Annual Report.	301.25
Cash Loaned Joint Committee on Hort. Nomenclature	1,000.00
President's Office Expense.	325.22
Cash advanced Program Committee	300.00
General Miscellaneous Expense.	297.84
Publishing 1922 Badge Book (500 copies)	456.85
Secy. and Traffic Managers' Salary and Office Expense.	6,982.60
Balance in Treasury.	21,378.43
	<b>\$43,772.41</b>

### Secy. and Traffic Manager's Office Expense Itemized:

Secy. and Traffic Manager's Salary	\$ 3,500.00
Two Stenographer's Salary.	1,800.00
Telephones and Telegrams.	102.78
Express and Drayage.	112.67
Gov. stamped envelopes and Miscellaneous Postage	624.08
Office furniture and Typewriter.	174.85
Supplies for Office and Various Committees	334.05
Office Rent and Other Miscellaneous	334.17

**Total** .....\$ 6,826.61

### Earnings of the Secy. and Traffic Manager's Office:

From R. R. Claim Collections.	\$ 2,322.08
From Collection Bureau Collections	1,565.49
Profit on Badge Book.	1,021.15

**Total** .....\$ 4,908.72

## Courses in Nursery Training

Your Committee on Courses in Nursery Training in Agricultural Colleges respectfully reports that the Massachusetts Agricultural College at Amherst has provided a short term course which was in operation last winter. A detailed report on this will be given by Mr. Richard M. Wyman at this Convention.

The University of Illinois has announced that it will provide a four year course for Nursery Training, commencing in September 1922, under the direction of Prof. J. C. Blair. It has been suggested by Prof. Blair that a great aid in promoting the work would be formal action in the form of a Resolution by the American Association of Nurserymen, endorsing the course referred to and promising co-operation in the matter of recommending the course to prospective students.

All applications for this course should be addressed to Prof. J. C. Blair, University of Illinois, Urbana, Illinois.

The New York Nurserymen's Association at Cornell University is willing to provide a four year course and add two specialists on insects and fungus diseases of trees and shrubs, as soon as funds are made available by the New York Legislature.

The New York Nurserymen's Association should get the appropriation for this.

There should be courses in the Southern and Pacific States and we recommend this to the attention of the State Associations in these states.

We also recommend that the colleges make arrangements so that students can take courses in one or more Colleges and so may travel and work in various parts of the country. This will give them a broader view of Nurserymen's duties and opportunities.

Alvin E. Nelson, Chairman, Henry Hicks, Theo F. Borst, Ralph T. Olcott.

### Orchard Planting Urged

With decided reduction from 1910 to 1920 in the number of fruit trees in Kentucky, as well as the United States, better care of bearing orchards should return their owners increased profits while the planting of new orchards promises to be a sound investment, according to circular 118 which has just come off the press at the College of Agriculture and which may be obtained free by writing the Experiment Station, Lexington, Ky.

If you missed getting your adv. in the current issue of American Nurseryman send your copy for the mid-month AMERICAN NURSERY TRADE BULLETIN.





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Try it--  
You'll Be  
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The WILLARD MULTITOOL is a most practical scientific hand implement built for seed growers, florists, farmers and gardeners—combining efficiently ease of manipulation and a wide range of adaptability with light weight, strength and durability.

The WILLARD MULTITOOL is very popular with Women Gardeners.

The astounding growing popularity of the WILLARD MULTITOOL assures you, quick turnover, satisfied customers, and excellent profits.

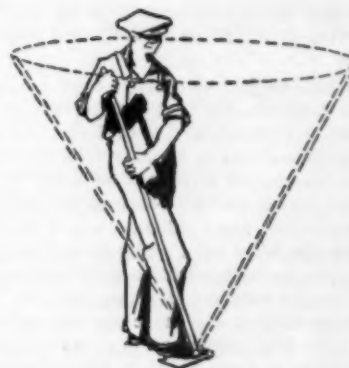
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**Distributors  
Wanted.**

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## President Cashman's Address to the American Association

One year ago our good friends at Chicago honored us with the highest office that it could bestow on any of its members, and we were congratulated with the well-wishes and assurances of support on every side, by, as it seemed, every member of this Association. We were very much encouraged by these assurances of support, and we entered upon our administration with the utmost confidence that there would be no hesitancy on the part of members to co-operate with us in all that we undertook for the good of the organization. In this, we have not been disappointed and we are happy to state that the best of feeling and co-operation has been accorded us throughout the past year, and our message to this convention is a report of material progress, a declaration of unusual unity, and an apparent flourishing condition existing among the Nurserymen in all sections.

The American Association of Nurserymen has shown itself to be a remarkable organization of tradesmen and growers in so far as it has been able to institute or abandon, without injury to its membership, any undertaking or policy that a majority of its members has deemed advisable. I believe that those who have considered the results of the various undertakings and so-called experiments of this Association during the past six years, will agree with me that we have been well repaid for every investment made, and that our progress has been steadily forward. I repeat that regardless of the wisdom of a change in policy or the abandonment of certain defined plans, that this organization has proven itself to be in a most healthy condition as to unity and organization.

When we met at Chicago a year ago, we united on a policy that had for its first precept the holding together of the organization. This policy was in keeping with the times, and we started in to economize by discontinuing the executive-secretary's office in New Jersey, and saddling much of the work formerly taken care of by that office upon the various membership committees supported by our efficient secretary, Mr. Sizemore. The wisdom of this move can best be judged by the final action of this convention assembled at Detroit, but if my observations are correct, I venture the statement that there are very few dissatisfied members, and that our new policy will receive the endorsement of a large majority of the attending Nurserymen.

I do not wish to be understood as feeling that we have accomplished as much as was possible during the past year, neither do I believe that we should be content with what we have done, but I do think that the new policy adopted one year ago has been sufficiently tested to convince every careful thinking Nurseryman that this organization must make the best of the funds that it is able to raise on the present basis of assessment. We are in hopes that the time will soon arrive, however, when the Nurseryman will have reached that degree of plenty that the dues can be enlarged, and even then, there should be no material change in the policy of expenditures or the present conduct of affairs.

Our Association is in a remarkably flourishing condition, both as to funds and membership. We have taken care of the year's business, paid all of our bills, and find our treasury between \$5,000 and \$6,000 richer than it was a year ago. We have a

surplus of over \$21,000 against \$16,000 on July 1st one year. We have a small increase in membership with the prospect of a considerable increase during the coming year. We have a most efficient collection bureau and railroad claim office built up under the supervision of Secretary Sizemore at Louisiana, Missouri. His report will show a heavy increase in claims and collections placed with him during the year just past. There is every prospect of a big increase in this department during the coming year. Prospects are indeed most encouraging and our surplus funds will enable the incoming executive board to place at the disposal of the Market Development Committee a very materially increased appropriation for next year's work.

### APPOINTMENT OF COMMITTEES

Under our present arrangements, the new President each year must build up an entire new organization; he has the task confronting him immediately after his election of appointment committees to handle the various phases of the Association's work. Your president is not always fortunate in securing the acceptance of appointments on committees. This is particularly true in the case of the chairman, for that unfortunate individual recognizes at once that he will have to do nearly all of the work, and he, of course, attempts to sidestep, and sometimes does. This means delay and by the time the new administration has perfected its organization, two or three months have elapsed.

It requires some time for a new committee to familiarize itself with the work that it is expected to do, and before it gets to working properly almost one-half of the year has passed, and by the time the committee is in a position to render valuable services, the year has ended, and a new administration comes in and has to organize all over again. I believe this should be remedied and some plan should be inaugurated to continue throughout a term of years the chairmen of important committees who have proven their ability and willingness to serve the Association. I also believe that the chairman of each committee should have the selection of those who are to work with him on the committee. This, no doubt, would promote greater efficiency, harmony and ease in carrying out the work.

We have ample funds in our treasury with which to pay the traveling expenses of committeemen serving us at conferences or other gatherings where our interests are at stake, and it should be urged that we take advantage of being represented by prominent Nurserymen whenever occasion arises. Our representatives are always accorded a hearing, and I believe that we need not fear vicious legislation or embarrassing regulations from any section of the country if we are prepared to present our objections through the official representatives of the American Association. What we need is a better understanding of our problems by the authorities who are undertaking to protect their constituents. During the past year, special representatives and committeemen from this association have been present at various conferences, horticultural meetings and other gatherings where matters pertaining to our business were under discussion. We have secured most satisfactory results.

### EXECUTIVE COMMITTEE

The work of the Executive Committee the past year has not been arduous for the reason that every member promptly took

care of all business arising in his district, and I am pleased to state that a feeling of genuine confidence and co-operation has prevailed in all the work undertaken by the Executive Committee the past year. In case of the two Washington conferences that interested the attention of the Nurserymen throughout the country, the Executive Board found ready and willing support from every Nurseryman called upon to help present our case. We have had genuine team work, and so far as I know, satisfactory results have been secured. Not only this, but our representatives have made a very favorable impression in Washington and we are now in the happy position of supporting our government officials in their commendable efforts to protect American agricultural and horticultural interests. There has never been a time in the history of American horticulture when we Nurserymen could so truthfully say that the U. S. Department of Agriculture is fostering and protecting our industry, and there has never been a time when the Nurserymen have had so many warm friends as they have today in the Department of Agriculture.

The Executive Board has held four meetings during the past year; the 1st at Chicago a year ago immediately following the convention; 2nd at Kansas City in mid-winter during the meeting of the Western Association; 3rd in Washington, D. C., preceding the conference on Quarantine No. 37, and the 4th here at Detroit during the past two days. All matters have been disposed of and we believe there was no need for a larger number of meetings. Many matters were disposed of by correspondence and the expense of the Executive Board during the past year has not been heavy.

### MARKET DEVELOPMENT

The work of our Market Development Committee under the leadership of Mr. Rockwell who so kindly consented to give us a portion of his valuable time during the past year has resulted in demonstrating the wonderful results that can be obtained from a small sum of money wisely expended. Few of us have forgotten the great benefits derived through the dissemination of reading articles on fruit and ornamental growing by F. F. Rockwell during the first year of our Market Development work. This last year our Executive Committee appropriated a sum not to exceed \$5,000 to be expended under the direction of a Market Development Committee consisting of F. F. Rockwell, E. E. May, and Albert F. Meehan. Mr. Rockwell agreed to take charge of the work and give it a portion of his time. I believe he has handled market development in a most proficient and productive manner. His report which is available at this meeting is not only illuminating but is suggestive of the wonderful possibilities if this work is further enlarged along the same line.

Every Nurseryman has felt the influence of favorable publicity gained through reading articles by recognized horticultural writers and further by the impressions made upon the public mind in the movie theatres where scarcely a single reel is exhibited that does not show one or more beautiful homes fascinatingly set in a well-planted landscape or backed up by a beautiful formal garden. All of these things create a desire in the public mind for beautiful trees and flowers. People read about them in their magazines and papers, and they see them in reality in their favorite movie



theatre. There is no question that ornamental planting has been greatly stimulated through this sort of publicity, and the American Association will do well to increase the appropriation for the Market Development Committee's work from year to year. Mr. Rockwell's articles are becoming recognized by many leading journals as authoritative material on horticultural products. We should not fail to take advantage of the position we have already gained by enlarging the work along the lines already started.

#### THE BOOSTER

A little experiment was suggested by Mr. Rockwell during the early part of the year which later materialized into a little pamphlet mailed out to the members under the name of The Booster. We have not had facilities to make this little periodical a regular affair as yet, but we offer the suggestion that it is well worth its cost if made a monthly or bi-monthly issue. It could be the official medium for friendly discussion between members and through it announcements could be made on all matters considered confidential and pertaining to association business only. I bespeak for the Booster the serious consideration of the incoming executive board.

In this connection, I wish to state that your President has avoided public utterances through the trade papers to a marked degree during the past year, and I take this occasion to say to the editors of our very estimable trade journals that my failure to take advantage of the very kind offer of the columns of their papers was due not to the fact that I had nothing to say, nor to a personal desire to keep out of print, but remembering the discussions that appeared in the trade journals in 1920-21 and the comment and criticism emanating from these discussions, I felt that public expression of views on association matters could not be conducive at this time to the best interests of this organization. Constructive criticism is good and should be welcomed by every progressive Nurseryman, and I do not wish to be understood as discouraging public expression of a Nurseryman's views through the trade papers. However, in view of the change in policy inaugurated at Chicago last year, I was and am still of the opinion that it was best to proceed as quietly as possible and give our new plan at least one year's trial before subjecting it to public discussion through the press. I feel satisfied that our policy of indirect publicity and quiet procedure has at least given every member of our association an opportunity to observe both the weak and strong qualities of our present plan. My own personal opinion is that the place to thrash out our differences is on the floor of our convention hall and not in the public press, which is so apt to be misleading to the outsider.

#### VIGILANCE WORK

Under the aggressive direction of the chairman of the Vigilance Committee, vigilance work has developed to a degree that makes it indispensable to the American Association. Our Vigilance Committee is the traffic official that directs the Nursery business in the proper course. Nurserymen like those engaged in all other lines are very anxious to improve and raise the standard of business ethics in the trade, and it is to this end that associations are formed and meetings are held. The creation of a Vigilance Committee to assist in promoting the general welfare of Nursery practices was a step forward and the work that the committee has done has resulted in making membership in the American Association of Nur-

serymen almost indispensable to good standing in the trade.

The present practice of scrutinizing and investigating every application for membership in this organization makes it practically impossible for any Nursery firm or person to gain membership unless his methods and business ethics have been up to standard. Thus the Executive Board takes care of all new members joining the Association, while the Vigilance Committee looks after those that are already members of the Association. Our Vigilance Committee has not confined itself to investigating complaints made against members of the A. A. N., in fact, so far as I know there has been very little complaint along that line, but other people have been addressed by Mr. Paul Lindley and his assistants. His report on these matters will no doubt be very illuminating. It is very evident that the Nurserymen who does not practice his business according to our standard of ethics does not apply for membership in this organization, and while it is perhaps outside of our jurisdiction to look after him, I am pleased to state that the Vigilance Committee has been most active in giving many of these fellows their most careful attention. Complaints to the Vigilance Committee are just a little interesting from a Nurseryman's viewpoint because so many of them arise from victims being caught by misleading advertisements appearing in various papers and periodicals. Would it be out of place to suggest that vigilance work be directed just a little to those papers and periodicals whose columns are apparently open to questionable advertising?

#### LEGISLATION

The Legislative committee will no doubt make a report of its activities during the past year. We have had less cause for apprehension over proposed adverse national legislation this year than for many years in the past. Some Nurserymen are concerned over the new tariff bill increasing the duties on Nursery imports to double its former figure, and the legislative committee are making an attempt to have the schedule reduced, and may succeed in doing so. There has been no horticultural bill of a serious nature introduced that I know of, and the legislative committee has devoted more time to quarantine and regulation matters during the past year than to legislation.

#### STATE AND SECTIONAL ASSOCIATION

The past year has seen the organization of several new sectional associations, and it is noticeable that every state and sectional association has been particularly active throughout the past winter. These activities to my mind augur great benefits to the Nursery industry and are also powerful contributing agencies to the strengthening of the national organization. The sectional associations, embracing as they do, many firms outside of the national body, very quickly manifest the need for co-operation and team work among Nurserymen if they can hope to successfully combat abuses in the trade or defeat vicious legislation. You very seldom find a member of a state or sectional Nursery association who would lose his membership for many times its cost. These men readily recognize the need of a national body, and it is only a question of time until their application is sent in.

I am firmly of the opinion that the future of the American Association will be greatly influenced by the activities of local and sectional bodies, and the stronger the local association becomes, so will the national body. We can not hope to take care of local matters but we can lend our strength and support through a local organization and there-

by make our efforts more effective. No doubt vicious state legislation will arise from time to time, but if the personal influence of state members is called upon and backed up by a state organization, which in turn is supported by the national organization, I dare say we need not fear that our business rights will be encroached upon. At the present time, there is not the proper relationship existing between the national association and sectional associations, and I suggest that a plan be worked out whereby every sectional association in the United States will take out an auxiliary membership in this organization, and that a board of secretaries embracing the secretaries of every sectional association be formed and recognized as a unit of this national body. The chairman of the board of secretaries could be appointed by the president of the national association, and I believe some very effective work for the betterment of the industry could be brought about.

#### TRANSPORTATION

Transportation matters will be presented by Mr. Sizemore in his report. We have been particularly active during the past year in our attempt to bring about a reduction in freight rates on Nursery products. We have succeeded in securing a 10% general reduction in freight rates effective July 1st, but this is not sufficient for we are overburdened with an excessive freight rate that is of course reflected in the price we are obliged to charge for our products. Express rates are even more burdensome than freight rates, and instead of the service improving as the rates increase, we find in our section of the country the opposite to be the general rule. Freight deliveries during the past year have been more prompt and expeditious than for many years prior, but I am sorry I can not say the same of express deliveries. The question of lower express rates and lower freight rates should demand the attention of this convention and a concerted effort should be made to secure a more acceptable classification for fruit and ornamental tree shipments.

#### NOMENCLATURE AND STANDARDIZATION

Substantial assistance has been given the Nomenclature and Standardization committees by appropriations for the carrying on of their work. This association is deeply indebted to Mr. Harlan P. Kelsey of Boston and his committee for the vast amount of laborious work expended entirely gratis for the benefit of the American Nurseryman. We cannot repay Mr. Kelsey in dollars and cents for he would not accept it, furthermore, our debt to him cannot be measured in a material way. We owe Mr. Kelsey a debt of gratitude that to my mind should be recognized by this Association in a fitting manner. You will hear Mr. Kelsey's report, and I respectfully ask that every member attending this convention be in his seat when this report is read.

#### SLOGAN

Much discussion has been heard during the past six years on an appropriate slogan for the Nursery trade, and many fairly acceptable phrases have been proposed, but to my mind, none have made the impression that the simple and significant slogan adopted by the Illinois Nurserymen's Association has created. What could be more appropriate or impressive than these words "Plant Another Tree?" Every man who owns a square rod of land should plant another tree. The expression is a beautiful one and carries with it a vision of nature's greatest

(Continued on page 27)

## AMERICAN NURSERYMAN

### CHIEF EXPONENT OF THE AMERICAN NURSERY TRADE

Featuring the Nursery Trade and Planting News of American and foreign activities as they affect American conditions. Fostering individual and associated effort for the advancement of the Nursery and Planting Industry.

Absolutely independent.

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Drafts on New York, or postal orders, instead of checks, are requested.

ROCHESTER, N. Y., JULY, 1922

### ANOTHER STEP IN ADVANCE

All that the *American Nurseryman* has ever said in regard to questionable practices in the Nursery Trade is backed, double-backed, red-inked, underscored and fully indorsed in the Preliminary Report of the Committee on Standardization of Horticultural Trade Practice, presented at the Detroit convention of the American Association of Nurserymen last month. That committee is composed of Harlan P. Kelsey, chairman; John Dayton, John Fraser, Charles J. Maloy and E. S. Welch.

The standing of the members of the committee and the character of the report they have presented after careful investigation and consideration will compel the attention the subject deserves. It will no longer do to dismiss the subject airily with the complacent remark, "The Nursery business is no worse than is any other business."

It is not a question of comparison with some other line of business—and never was. It is a question simply of what is going to be done about conditions within the trade, regardless of what conditions may be in some other trade. Over and over we have pointed out that fact. Thus far the trade has sidestepped the matter. It remained to be seen what would be done with formal presentation of the subject to national organization in convention assembled, with the state of conditions to be met openly announced and admitted by a committee of leading Nurserymen.

We believe we have fortunately passed the stage where desire for the simple life can dull the sensibilities to the need for manfully tackling existing problems, seeking and applying the remedy. It is in just this spirit that the committee has done the preliminary work on a matter of highest importance to the trade. Time brings about marked results. The preliminary report of the committee is another outstanding indorsement of a movement which has long been urged by the *American Nurseryman* and of the contention by this journal that there is much to be done by the A. A. N., aside from matters relating purely to legislation, transportation and the tariff.

The report on standardization was cordially received and heartily indorsed in convention.

Extension of the Federal quarantine in New England to prevent the spread of the gipsy moth, effective July 1, is announced by the Federal Horticultural Board of the United States Department of Agriculture. At the same time more than 2,300 square miles in the part of this area that is quarantined against the brown-tail moth will be freed from quarantine, making a total reduction of more than 50 per cent since 1914.

### A HIGHLY SATISFACTORY REGIME

The forty-seventh annual convention of the American Association of Nurserymen in Detroit last month developed into one of the most successful in the organization's history. In more ways than one it was epochal. A business man was in the president's chair. His annual address and the work of his committees rang with the spirit of progress, of earnest endeavor, of high aims, and the accomplishments marked a long step in advance. A year ago this journal remarked in regard to the forty-sixth convention: "The keynote, developing early in the three-days meeting and growing stronger in the discussions of each session until it was voiced finally, just before adjournment, by the incoming president upon assuming the gavel, was, 'There is to be no backward step.'" That promise has been fulfilled in the highest degree by President Cashman. He has gone far beyond it in directing measures arising in his administration and indorsing them to the point of accomplishment, so that some of the most important steps ever taken by the Association date from his term.

While many matters of national organization business were disposed of on a distinctly progressive basis, the noteworthy thing about the Detroit Convention of 1922 is the remarkable unanimity of the membership in fixing the eye upon a high mark in ethics and persistently hewing close to it. Though men may come and men may go, we believe the American Association is safely launched now on a course which demands the application of high principles in business transactions. Practically every action taken at last month's convention showed this aim in pronounced form. Some may not have noted it at the time, but a review of the proceedings now or in the future will convince any one that the long period of education has resulted in a steady rise to a point where definite action came about on matters of great significance. The Association is to be congratulated on its clean-cut unbiased transactions at many points in last month's proceedings.

Space does not permit the presentation of all the addresses or other matter of the Detroit convention. What is omitted will appear in succeeding issues. An unusual amount of matter resulted from the convention.

Highest credit is due to the Baby Ramblers for the excellent program for the convention. We believe a greater percentage than usual of the speakers announced were on hand. The addresses were timely, practical and of a high order. The Ramblers worked long and conscientiously and should ent of their efforts by the membership. In be greatly pleased by the unanimous indorsement of the banquet, too—no small undertaking—the Baby Ramblers certainly made good. The location, the menu, the entertainment, the stunts, the speeches and the attendance, 259, all reflected great credit upon their efforts. Cordial appreciation was expressed upon all sides.

### American Plant Propagators

At the fourth annual meeting of this organization in Detroit last month these officers were elected: President, E. M. Sherman, Charles City, Ia.; vice-president, J. A. Young, Aurora, Ill.; secretary-treasurer, F. W. von Oven, Naperville, Ill.; directors, Messrs. Cultra, Jenkins, Carr and McBeth. A number of active members were elected; also the following honorary members: L. B. Scott, L. C. Corbett, Peter Bisset of the U. S. Dept. Agr.

### CONVENTION SIDELIGHTS

Side by side C. G. Ferguson and his brother T. J., are easily distinguishable. The former, who represents the Mount Arbor Nurseries, Shenandoah, Ia., was on hand early and we were perplexed until the arrival of T. J., who represents the Hawks Nurseries, Wawatosa, Wis. Of similar avoirdupois and strong family resemblance, one brother is often mistaken for the other. They are among the most regular attendants at the conventions.

West Baden, Ind., Springs Convention Bureau is to be congratulated on the traveling representative it has corralled. A lively ten minutes for the Association resulted from the introduction of Mr. Allen by W. C. Reed. As soon as he was uncorked, Mr. Allen popped and sparkled. His fund of negro stories brought down the house and his earnestness and his rich Southern accent withal commanded attention. "He's from Mississippi" remarked John Watron; "Isn't that accent delightful? How it fairly rolls under his tongue." A moment later Mr. Allen said, "I'm from Mississippi." John knows; he's from Texas.

The chairman's gavel marked with a silver plate was presented to the Association at the Niagara Falls, N. Y., convention June 12, 1901, by John C. Chase, in the administration of President Theo. J. Smith. "It is made from the wood of an apple tree which grew in my yard," said Mr. Chase last month in Detroit. At the close of this year's convention President Cashman said to President Lindley: "Be sure to take care of this gavel. It's about the only piece of property the A. A. N. owns."

Former Secretary John Hall, now a resident of Detroit, attended the sessions last month. Mr. Hall has retired from business and is making his home with his daughter. He was presented for special recognition at the first day's session and made a brief speech.

Someone asked P. S. Lovejoy, Ann Arbor, Mich., as to what hour he would address the Nurserymen. He replied that the hour for his address would depend upon the vagaries of the Philadelphia office of the Country Gentleman.

One of the new members spelled it Augustin. Since prohibition was established A. M. does not spell it thataway.

It seemed like old times to shake hands with that sturdy representative from Oklahoma, Jim Parker. The melodious voice of Tecumseh's silver tongued orator was heard both in regular convention business sessions and at the banquet. A promise was extracted from Jim that he would come regularly hereafter. He had not been at an A. A. N. convention since 1914.

The Wolverine Hotel, though new, is not up to date, in that it has no adequate assembly hall. So well did the proprietor like the Nurserymen that he wants them to come again and promises to provide the hall by taking out a tier of rooms above the sample room, in which the A. A. N. met, and extend the hall the full width of the mezzanine floor wing to the railing. The lobby is too small. The seating capacity therein is totally inadequate for convention purposes. A good suggestion was made: That in any hotel rows of extra chairs should be provided in the lobby at convention time, and if conventions are numerous the rows



of chairs should be a permanent lobby feature.

There was a waiting list of 50 Nurserymen who were unable to procure accommodations at the headquarters hotel on the first day of the convention, in spite of the warning in the *American Nurseryman* to reserve rooms well in advance. It seems that nothing but annoying experience will teach many foresight.

The first Nurseryman to register in the secretary's office was J. P. Pilkington, Portland, Ore., who came the longest distance. J. P. is a regular attendant. He does not regard the rally every June as much of a trip. He started back after the convention was over and remarked that he'd be at his desk again on the Fourth.

Quite a number of A. A. N. members from New York State, New England and New Jersey made the trip between Buffalo and Detroit by lake steamer and enjoyed a couple of cool nights. More would have done so, had they been able to secure accommodations. It's a good way to go to Chicago, too.

Those who may have wondered how wholesale prices reach persons outside of the trade to so great an extent received the information at the Detroit convention when Harlan P. Kelsey stated that one could scarcely find a gardener who did not have on his table a copy of one of the four florist papers, and in some cases copies of all of them, containing wholesale prices in advertisements. The joke is that while these papers print statements that they are for the trade only, the publishers are sending them to gardeners and others.

"I stopped to get a glass of soda and the girl at the counter asked as to the nature of the convention. I told her it was the Nurserymen of the country. She remarked, 'You are the men who are making the world more beautiful.' And so I believe that it is not that there is greater amount of evil in the Nursery trade these days, but that the plea for a higher plane results from that fact that all around us there is a distinctly higher point of view as to all transactions in business."—Harlan P. Kelsey.

Supplementing the address by Mr. Scott on the Government work on the propagation of stocks, an *American Nurseryman* representative interviewed Thomas Rogers, Winfield, Kan., on the result of his specializing on the growing of what has heretofore been imported. "We believe we are making definite progress under our slogan of 'Made in America' seedlings," said Mr. Rogers. We are growing mahaleb seedlings so successfully that this year every one who has used them has obtained a 100 per cent stand. We are urging those who have long been prejudiced against American grown seedlings to place a part of their order for these seedlings and make the comparison on their own grounds. It seems to me that is the surest way to come to a practical conclusion. In my belief, opinion as to American grown seedlings is rapidly changing."

Much has been written of the experiments along the Pacific Coast with blight resistant pear stock. It is of interest to note that T. Sakata & Co., Yokohama, Japan, have the true *Ussuriensis* pear seed.

## REPORT ON STANDARDIZATION

This Report is submitted for consideration at the Annual Convention of the American Association of Nurserymen, to be held at Detroit, Michigan, June 28-30, 1922.

It must be considered as preliminary only, for the widely varying practices of Nurserymen in different sections of America, and even in a single state have never before been carefully compared and correlated.

Business organizations are fast coming to realize that such loose and widely varying methods of business practice are injurious to buyer and seller alike. Newspapers recently carried the following despatch from Washington under date of May 24th.

"Resolutions favoring standardization of sizes and grades of lumber were unanimously today adopted by the national conference of lumber manufacturers meeting at the commerce department. The conference also went on record as in favor of association inspection and guaranty of the integrity of quality and quantity of lumber products for the protection of the public."

The imperative need of standardized rules and practice among Nurserymen is obvious and now admitted by all progressive Nurserymen. With co-operation of all members of the American Association of Nurserymen it should be possible for your Committee to prepare for adoption at the Annual Convention in June, 1923, a code of Trade Practice which will be fairly complete, and be of incalculable benefit to the Nurserymen and American horticulture at large.

Committees of the American Association of Nurserymen for several past years have made recommendations for standards of grading, but these also have failed of adoption and so today Nursery practice is not uniform but in a deplorable chaotic state. The task of this Committee is peculiarly difficult for it involves not only working out rules of practice that are to some extent technical but rules that must be really practicable; yet, no matter how good a code might be, if not adopted and practiced by the Trade at large it would be of little value. The field is therefore still practically new and untrodden, but the necessities are so great that to delay longer would stamp the Nurseryman and horticulturalist as among the most unprogressive business men.

The question is, are Nurserymen alive enough to get together and establish businesslike rules of practice that will be honestly and consistently adhered to by all, for the benefit alike to themselves and their customers?

It is hoped that this report may serve as a basis on which in the future may be built just, uniform and profitable rules for horticultural practice.

Your Committee recommends that after further careful additions, revision and consideration by the Nursery trade, the American Association of Nurserymen adopt a Standardized Code of Nursery Trade Practice and distribute it to its members and the Nursery trade generally. Necessary revisions must be made at stated periods, and therefore the Committee on Standardization should be made permanent.

It would be much too tedious to introduce here all the arguments and evidence on which this report is based; your Committee

If you missed getting your adv. in the current issue of *American Nurseryman* send your copy for the mid-month *AMERICAN NURSERY TRADE BULLETIN*.

prefers rather to submit results in somewhat tabulated form, and as briefly as possible.

### STANDARD RULES FOR GROWING AND GRADING NURSERY STOCK

#### Definitions

**1. Measurements in Height and Diameter** to be stated in inches up to 24 inches; all over 24 inches to be stated in feet. Examples, 12 to 18 inches; 18 to 24 inches; either the dash (—) or the word "to" may be used between figures; where a size includes feet only, the measurement should be stated in feet; example 1-2 feet.

**2. Caliper.** Trees only are to be calipered and there is no objection to calipering any size; it is recommended however that calipering be uniform in method and sizes of fruit trees and ornamentals, as given below.

**3. Clumps** are undivided Herbaceous Perennials, shrubs and sometimes trees, with several or many stems, or in herbaceous perennials, with several buds or crowns.

**4. Transplanted.** It is usually very important to indicate when stock was last transplanted, as follows: tr. 1 yr., tr. 2 yr. etc.

**5. Averaging Sizes.** In digging and shipping, all stock should be graded so as to maintain an average of values in sizes or otherwise; 100 plants 12 to 18 inches should include enough larger sizes to make the average 15 inches; 1-2 ft. should average 18 inches; the same rule applies in calipering.

**6. Balling and Burlaping.** (B&B) Where it is intended to ball and burlap, this fact should always be given by using the abbreviation "B&B" in a suitable position.

**7. Specimens.** (Spec.) This may be stated to indicate unusually well shaped trees or plants; but does not relieve of the necessity of giving other standard information as noted in preceding paragraphs.

**8. Seedlings (S.) Cuttings (Cut.) and Divisions (Div.)** State age in years, followed by abbreviation for propagation method; examples, *Berberis thunbergii*, 1 yr., S. 6-9 in.; *Thuja occidentalis*, Cut.; *Anemone japonica*, 2 yr. Div.

**9. Quality or Grade.** Unless otherwise stated, all stock offered, advertised or catalogued is understood to be of first class, salable and plantable quality of each kind and grade. Heavier grades state as follows x—heavy; xx—very heavy; xxx—very heavy perfect specimens. Light grade suitable only for lining out or growing on, state as follows: lg.—Light grade.

**10. Abbreviations.** Standard abbreviations of terms may be used as desired.

#### GRADING

**Deciduous Trees.** Height give in single feet up to 6 ft.; example, 5-6 ft. Over 6 ft. give in double feet; example, 6-8 ft., 12-14 ft.

Caliper to be taken 6 in. from the ground, (or above collar?)

Calipering begins at 1 in. and is shown as follows: Heights given are minimum.

Where caliper is given the height also is to be given.

Clumps indicate three or more stems from the ground.

Diameter of top may be stated in feet.

**Street Trees.** Unless otherwise specified street trees are to be free of branches up to 7 feet, with a single leader, well branched, and with reasonably straight stems.

**Evergreen Trees.** Height, state in 3 inch series up to 18 inches; in half foot series up to 4 feet, then in foot series.

**Deciduous Shrubs.** Height, state in inches up to 18 inches; usually in 3 inch series;

(Continued on page 23)

# Protecting American Nurserymen Against Foreign Plant Pests

By R. Kent Beattie, Pathologist in Charge Foreign Plant Quarantines, Federal Horticultural Board \*

American Nurserymen are producers of plants, not merely dealers in them. No one can associate with the Nurserymen of this country without being convinced that their love for the plants themselves keeps them in the business. Nevertheless, a Nurseryman can not remain in business long unless he can grow plants successfully at a reasonable price and can make a profit out of their sale. Increase in selling price beyond a reasonable point limits the business. The Nurseryman must seek to eliminate or at least to reduce all of the factors which add to the cost of production of the plant material.

Every importation of plants brings with it the danger of introducing new plant pests. When the Nurseryman imports foreign plants he is the first to take the risk. If a pest comes with them, in time his neighbors and his customers far and near will probably suffer losses, but it is inevitable that the pest will first threaten his Nursery and in the early stages of the dissemination of the pest he is frequently the greatest sufferer. The pest reduces his output and adds to his losses. It frequently necessitates eradication or remedial measures and always increases the cost of the production of plants in his Nursery.

Citrus canker existed in Japan in 1911. It had been introduced apparently from China not many years before. It was a disease absolutely unknown to plant growers or to plant pathologists. During that year it reached America for the first time in an importation of Citrus trifoliata stock made by a Nurseryman in the Gulf States. He could have grown his own stock from American seed, of which he had a supply, but he estimated that he would save \$75.00 by importing the stock. He knew nothing of the disease and his importation was in accordance with the usual Nursery practice. By December 1915 his Nursery concern had lost \$75,000 from Citrus canker. As a result of this importation and of not more than three or four others like it which brought the same disease from the same country, expenditures by Federal and State Governments and growers have amounted already to over \$13,000,000 and although the eradication program has been very successful the end is not yet quite reached.

Important plant diseases and insect pests are more likely to thrive, to establish themselves and to spread in places where their host plants grow in abundant supply closely crowded together. The rapid spread through the congested vineyard regions of France of the Phylloxera insect, the downy mildew and the black rot of the grape, three major pests imported into Europe from America, the progress of the white pine blister rust through out northeastern states and the engulfing wave of the chestnut bark disease in our compact American chestnut forest area well illustrate this danger.

For this same reason a new pest introduced into a Nursery is with difficulty limited to a single plant or to a few plants. The disease or insect finds an abundant supply of host material easily available. Usually it spreads to a whole block of trees or to all of the susceptible material in the Nursery and many plants must suffer in the attempt to eliminate it. You may recall your own Nursery experience with crown gall and San Jose scale.

A well organized Nursery assembles from

all parts of the world collections of related species of various useful and ornamental genera of plants. One of your members lists seven species of Spruce (*Picea*) originally assembled from various parts of the world. Three are native of America; 2 of Japan; 1 of north and central Europe and 1 of Siberia. Another of your Nurserymen has 5 species of true Firs (*Abies*): 2 from North America; 2 from Japan, 2 from southern Europe; 1 from an island near Greece; 1 from the Caucasus and 1 from northwest Africa. The introduction of a foreign fungus or insect attacking spruces and firs into such a collection of species multiplies the possibility of its development into a major pest. The organism which may have been relatively harmless and insignificant in its native home on its native host may find in such a collection a susceptible host and may rapidly multiply.

The chestnut bark disease is relatively harmless in China on the Chinese chestnut (*Castanea mollissima*). No Nurseryman seeing it there would worry about its behavior and few pathologists would anticipate its potential danger to America. When it reached Japan it found a more congenial host, but the Japanese chestnut (*Castanea crenata*) is rather resistant to the disease. But when the fungus reached America it entered the Nursery, ornamental and orchard plantings of the European chestnut (*Castanea sativa*) and the former extensive chestnut forests (*Castanea dentata*) of our eastern states. It found the European and American chestnuts very susceptible; its spread was rapid and the damage or loss will soon be complete. One hundred and one, or nearly one third, of the members of your Association are located in the area formerly covered by the native American chestnut. What did the disease do to your chestnut Nursery business?

The American Nursery importing foreign plants becomes therefore a sort of immigration station or detention hospital for the imported plants. It is an Ellis Island for plants. It occupies this relation to plant disease and insect invasions whether or not the Nursery owner desires to be in such a position. If one must import plants then one must assume the risk. All possible known safeguards of foreign inspection and certification, of American re-inspection and where possible, of disinfection, may be added but a certain amount of risk remains and the Nurseryman assumes that risk and is the first sufferer when loss occurs. There is no disputing the proposition that for the sake of the Nurseryman's business and through him for the sake of the plant users of the country that risk must be reduced to the minimum.

Unfortunately not all Nurserymen appreciate the seriousness of the plant pest problems. A Nurseryman is an expert in the commercial propagation and sale of plants. Usually he is not an expert on plant diseases and insect pests. He has a practical knowledge of plant sanitation and is able to combat the more common and more easily controlled plant diseases and insects.

That many Nurserymen do not know pests and do not realize the dangers from foreign pests is illustrated by statements frequently made in their correspondence that this or that plant was never known to have a disease or insect attacking it. Such a statement means simply that in the per-

sonal experience of the Nurseryman no major pest of that plant has come to his attention.

The relation of the Nurseryman to plant diseases and insects is much like the relation of all of us to human diseases and to the insect enemies of man. We all know the elementary principles of sanitation. We know how to keep our bodies in trim and free from the simple ills which attend us. But when an acute disease appears or an epidemic threatens we call a physician. But it is not many years since a physician was considered an alarmist when he called attention to an impending epidemic and warned the people of the danger.

Plant pathologists and entomologists are still considered alarmists when they seek to educate the people against plant-destroying pests. Disbelief and even vilification meet them on every hand. However, actual experience with epidemics is rapidly teaching American growers that these warnings are not without foundation and they are rapidly realizing that they must put the same dependence in the physician who is trained in plant diseases that they do in the physician who is trained in human disease.

After years of study and experience American plant pathologists and entomologists have come to recognize that this country is paying an enormous tax to import plant pests. Recent epidemics of the chestnut bark disease, the white pine blister rust, the gipsy moth, the brown tail moth, the Japanese beetle, the Citrus canker, the corn borer and the pink boll worm of cotton have led the people to realize to a certain extent the seriousness of foreign pests. They have opened the people's eyes to the fact that communicable plant diseases and transferable insects, dangerous to the plants which you are growing do exist in large numbers in the United States and in foreign countries.

Diseases and insects have been interchanging between countries ever since commerce in plants began.

The late blight of the potato which causes dying of the tops in moist weather and rot of the tuber in storage was introduced into Europe in the early part of the nineteenth century. It was recognized in 1830. It reached the United States about 1840. There was a great outburst of the disease in western Europe and a somewhat similar epidemic in the northeastern United States in the year 1845. It has been with us so long that it is looked upon by the people almost as an act of Providence. According to the records of the Plant Disease Survey the loss from this disease in the United States in the year 1920 was 7.9% of the potato crop, or 43,257,000 bushels, which valued at the average farm price for the year, of 1.164 cents per bushel, means a loss of about \$50,000,000. The total importation into the United States of plants, trees, shrubs, and vines, including bulbs, in the year 1914, the last year before the war, was \$3,579,000. The loss from this one potato disease in one year was, therefore, fourteen times the total value of plant importations into this country in the last year during which their importance was unrestricted either by war or quarantine.

To the direct losses from pests must be added the incalculable cost of control measures. From five to seven thousand tons of

\*Address before American Association Nurserymen, Detroit, Mich., June 29, 1922



white arsenic are used each year in the manufacture of arsenical spray materials. California spends annually at least a million dollars in orchard cyanide fumigation for citrus scale insects.

In the face of the evident danger of constantly increasing losses how is the American Nurseryman to be protected?

Many years of study of the problem prior to the Plant Quarantine Act in 1912 and seven years experience in an effort to keep out foreign pests by the enactment of special quarantine convinced the country of the need for and secured the promulgation of Quarantine 37. This Quarantine has now been in effect three years. Its fundamental principle is that every importation of plants presents a risk and that the risk must not be assumed unless the need justifies it. Its corollary is that when the need justifies an importation every practicable safeguard must be used to reduce the risk to its lowest terms. It is safer from the plant pest standpoint not to import the plant at all.

If American horticulture were entirely independent of European horticulture, it is not and never will be, the risk would be reduced to the absolute minimum. Manifestly it is prudent on the part of American Nurserymen to make American horticulture as independent as possible. To attain such an end they can do three things:

- (1) They can produce in America the supply of material of varieties of European origin formerly brought in quantity from Europe.
- (2) They can import under the best safeguards obtainable small quantities of new varieties produced abroad and develop a sufficient American supply.
- (3) They can expand their efforts to produce new varieties of plants and thus increase the proportion of desirable varieties of American origin.

Quarantine 37 provides for the importation needed for these three things. It permits importation under special safeguards of the material requisite for keeping the country supplied with new varieties and necessary propagating stock.

Inevitably during the transition period from dependence upon Europe to the independence of America there will be differences of opinion as to what is available and what is not available. The method used by the Department in making such a decision is best described by telling you exactly what happens when you apply for a special permit.

Your application on Form 207 sets forth what material you desire and embodies an agreement with the Department that you will use it for the purpose of assisting in "keeping the country supplied with new varieties and necessary propagating stock."

Upon receipt of your application it is examined to see whether you have given the necessary information and have signed the agreement.

Each variety desired is examined by the Horticulturist of the Board and submitted by him together with all the data which we may have on the variety to a Committee of Horticultural Experts appointed by the Chief of the Bureau of Plant Industry. This Committee considers each variety and advises as to the availability of the material. It takes into consideration not only the American supply but also the use to which the material is to be put, the rapidity of its propagation, and whether the use of the material by the consumer increases or destroys the supply. Bulbs and plants used for forcing, for example, are often destroyed after blooming and are

thus eliminated from future propagation supplies.

The Plant Industry experts have considered and passed judgment upon about 11,000 different varieties of plants. As fast as advice is received on varieties they are placed upon a list either as approved or rejected for that particular year's importation. No discrimination is practiced between individual importers. If a variety is on the permitted list for importation for propagation by one importer it is on the list during that year for all importers who can comply with the conditions of the regulations.

Once a year this whole list is reconsidered. The importation year for permits for most plants is terminated on June 30th. It seems best to terminate Orchid permits on December 31st. As early as possible each spring the Bureau of Plant Industry Committee of Horticultural Experts re-examines each variety to determine whether or not it still remains sufficiently unavailable in America to warrant taking the risk of importing it with its possible diseases and insect pests. Advice is given by the Committee and the lists for the ensuing year, as far as varieties already requested are concerned, are made up at once. Necessarily the Plant Industry experts must withhold decision in the case of some varieties until the importation season is far enough along to furnish intelligent information as to the amounts actually imported. It is felt however that American importers should be given permits as early as possible in the year and every effort is made to expedite this work. It is no small task which the Bureau of Plant Industry has assumed in passing upon these eleven thousand varieties.

When consideration is completed the permit is written at once and copies forwarded to the importer, the Collector of Customs and other necessary officials. With it a blank bond assuring the performance of the agreement with the Department is sent for the execution of the permittee. General bonds of \$5,000 or \$10,000 have been provided for permittees who make many importations. Arrangements have been made with the Post Office and Treasury Departments authorizing the importation by mail through the ports of Washington, D. C., and San Francisco, California, or special permit shipments when the package bears a special mail shipment tag.

To protect the Nurserymen the following safeguards surround the entry of this propagating material:

- (1) It must be free from sand, soil and earth since these not only harbor insects but make inspection impossible.
- (2) It must be inspected and certified by the Horticultural officials of the foreign country as apparently free from pests.
- (3) It is inspected at Washington, D. C. or San Francisco, California, by Pathological and Entomological inspectors.
- (4) It is fumigated or otherwise disinfected if found infested with any pest which can be killed by fumigation or other disinfection.
- (5) If seriously infested it is refused entry or, if necessary, destroyed.
- (6) As far as possible it is inspected at the Nursery during the growing season by inspectors of the Board.

This is the system which has been developed to reduce the risk to the Nurserymen of the importation of foreign plant pests and yet to make available in America with the least risk possible the material necessary for production here.

The Nurserymen of America are respond-

ing nobly in the effort to establish an American production which will make unnecessary the risk of importation of foreign pests. To date 1680 permits have been issued. Over thirteen million plants, bulbs, etc., have been imported. The American production of plants is expanding rapidly. Thousands of acres are being used for propagation of plants which previously were imported with the accompanying risk of importing pests. Much of this propagation is based on American material already available here. This is your business and your development and it is a thing of which you should be proud. You are public servants making it possible to protect America against great losses and at the same time you are protecting yourselves.

The Quarantine has enemies. They write much in the papers. Curiously enough they rarely sign their articles. Most of the tirades against the Quarantine are full of inaccurate and incorrect statements and some contain deliberate misrepresentations. An anonymous author frequently writes articles to which he is ashamed to sign his name.

But remember this! The enemies of Quarantine 37 are not fighting the Federal Horticultural Board. They are fighting the American Association of Nurserymen and the efforts to safeguard from foreign pests the plant-producing industry which it represents.

#### The Report of the Committee of Federal Quarantine and State Regulations

This Committee was appointed to co-operate with Mr. S. B. Detwiler of the Federal Department of Washington, in compiling and publishing a condensed and easily understood edition of Federal Quarantine Laws and State Regulations, bearing on the interstate movement of Nursery stock.

This Committee has held several meetings to determine the most simple and effective method, and has finally decided on a definite plan for the publication of all Federal Quarantine Laws and State Regulations in book form, accompanied by a chart arranged in alphabetical order by States. This will show at a glance what each State requires of all Nurserymen who intend to ship Nursery stock into their State.

You can readily understand that it requires a close study of the Laws of 48 states to complete this chart. A Plant Quarantine Officer or State Inspector of each state will be asked to approve all the statements made covering the movement of Nursery stock in their state and to work toward uniform State Regulations covering interstate shipment of Nursery stock.

We hope through the aid of Mr. Detwiler, to have the Department of Agriculture publish the above described bulletin complete as soon as the data contained in the manuscript is known to be complete and correct.

The outline of the plan and the charts will be available for inspection during the three days of the Convention. We hope that all Nurserymen who are interested in the Federal Quarantines and State Regulations covering the movement of their Nursery stock, will inspect the outlines and offer any criticism or suggestions that may be helpful in carrying this work through to completion.

A. H. Hill, Chairman; S. B. Detwiler, J. A. Young, Paul Stark, Committee.

Dr. J. C. Whitten, who died in Washington, D. C. June 5 and was buried in Columbia, Mo., June 8, was professor of horticulture at the Missouri College of Agriculture from 1894 to 1918, and for the last four years was similarly identified with the University of California. He was nationally known as an authority on horticultural subjects.

There is a device on the market by which power, light and water may be procured by the use of a windmill. It is said that the process is cheaper and more convenient than any other way.

Say you saw it in AMERICAN NURSERYMAN

## Detroit Convention

(Continued from page 8)

ally known who told him the Nurserymen lacked system. The speaker did not say that two-thirds of big business is burdened with too much system. He heard a bug expert tell how bugs had been busy since the time of Moses, Caesar and Cleopatra. The speaker did not tell his hearers that the apples which won the prize at Paris were picked off from root-knot trees. Then our Nursery friend heard sweet music. Men came upon the platform clad in white robes and told 'em they were going to be lost. He'd been brought up to regard the Nursery business as a good business. He wanted his boy to be a Nurseryman. He went out of the convention hall saddened. He felt that he had wasted time. None of his problems had been solved. There had been no talk of transportation, legislation or propagation. He was discouraged. Just outside the door he met a practical man who had been attending the conventions for years. This man told him to cheer up; that there were lean years as well as fat years. Next year would be all right. He was encouraged and in a short time he was again glad he was a Nurseryman. He was proud of it.

In conclusion Mr. Lake said: "I have a few words for young men. I represent an institution that is 53 years old. I am absolutely proud of the Nursery business. I have mingled with men in all lines of business. There are no finer men, no cleaner or better in any business. Don't get discouraged. Did you ever pick up your morning paper and read of a Nurseryman committing a crime? Did you ever hear of a Nurseryman in the penitentiary? Everywhere the Nurserymen are the leaders in their communities. I say that earnestly and honestly. I want my boy to be a Nurseryman. I want him to follow me in business as I followed my father. We have only just scratched the surface of the possibilities in the Nursery business. Here's the vast western empire awaiting development. We have a grand opportunity. We need the lean years to keep us humble, to show us that while we think we are in the champagne class we are looking in the cider class. Things look good to me. I haven't any grouch. I don't look crossways. While thousands and tens of thousands of business men are going to record loss this year, we Nurserymen are prosperous. When you hear a man condemning the Nursery business, have the snap to stand up and defend it. Never was there a time when I was prouder to be in this glorious old business than I am today."

Upon motion of Mr. Lindley the Association gave Mr. Lake a rising vote of thanks.

Richard M. Wyman described in detail the foundation of the first Course in Nursery Training in an American College—that at Massachusetts Agricultural College, Amherst, Mass. Major P. F. O'Keefe, Boston, Mass., in an address on "Advertising" described the development of the campaign which made the florists' slogan, "Say it with flowers" nationally known, and he gave the Nurserymen valuable suggestions as to effective publicity on a collective as well as an individual basis. He was followed by Fred Amman on the subject of organization of sectional associations; also by former Mayor Breitmeyer, of Detroit, on "Publicity." These three men have been the backbone of the florists' very effective publicity campaign. The Association was especially fortunate in procuring their attendance.

F. F. Rockwell, manager of the A. A. N.

Market Development Work made report of the year's progress.

The chair appointed as committee on resolutions, J. R. Mayhew, F. A. Wiggins and William Flemer, Sr.

### ELECTION OF OFFICERS

The state vice-presidents recommended for officers and the Association unanimously elected:

President—Paul C. Lindley, Pomona, N. C.  
Vice-President—Harlan P. Kelsey, Salem, Mass.

Treasurer—J. W. Hill, Des Moines, Ia.  
Members of Executive Committee for two years—M. R. Cashman, Owatonna, Minn.; William Flemer, Jr., Princeton, N. J.

The state vice-presidents recommended that the Association meet next June at Hot Springs National Park, Ark. J. W. Hill moved to substitute Des Moines, Ia. West Baden, Ind., Chicago and Montreal were mentioned. Taking advantage of the open field, Six Foot Three unlimbered and proposed Hickory, N. C., amid much merriment. Scarcely had the convention subsided into sober consideration of the problem, waiting for the stampede for Chicago, when a little fellow from Mississippi was trotted out by W. C. Reed who casually remarked that the gentlemen would like to say a few words in behalf of West Baden. Mr. Allen was his name. There was not the slightest doubt as to his mission. The West Baden Spring Convention bureau had better hold fast to that young man; they'll never duplicate him. His talk was brief, the odds were heavily against him because few wanted to go to the Monte Carlo of America for convention purposes but when he sat down in a riot of laughter and applause a dozen Nurserymen were ready to move to extend his time on the floor.

The informal ballot resulted: Hot Springs, 29; Des Moines, 30; West Baden, 13; Chicago, 36. The next ballot decided the matter: Chicago, 61; Des Moines, 50. Upon motion of J. W. Hill the choice of Chicago for June 1923 was made unanimous.

Robert Pyle announced that in 1926 Philadelphia would celebrate its 150th anniversary and he suggested that city for the meeting place in that year.

### PLAN TO PLANT ANOTHER TREE

J. A. Young, Aurora, Ill., Secretary of the Illinois State Nurserymen's Association addressed the Association on the subject of "Plan to Plant Another Tree," outlining the marked success of the movement which he has personally directed for months and is continually pushing. He told the Nurserymen that they were all welcome to the use of the slogan and invited such support as the Association give this some thought, get to give it.

President Cashman—"I would like to have the Association give this some thought, get behind it and aid. Give it your financial support. It is an important work. In addition to financial support by the Association the movement can be widely extended if each Nurseryman will subscribe for the weekly bulletins at \$3 per year and induce each of his employees to subscribe for the service."

Mr. Breitmeyer—"The Plan to Plant Another Tree" campaign as conducted by Mr. Young has been remarkably successful. It certainly should be followed up. I understand it is the intention to continue it the year around, though it was only started for the spring season. I'd take Mr. Young out of his job and put him on the road to develop this idea generally. He could create a condition in which Nurserymen could not grow enough trees to supply the demand."

President Cashman—"We should certainly encourage the movement."

Mr. Pyle—"I move that the subject be referred to the executive committee with power to act." Carried.

### VIGILANCE COMMITTEE WORK

On the last day of the convention Chairman Lindley of the Vigilance committee completed his report. The matter of charges preferred by Director Sanders of the Bureau of Plant Industry of Pennsylvania against Harrison's Nurseries, Berlin, Md., as published in the *American Nurseryman* was acted upon. The committee in joint session with the executive committee had spent an entire day in considering the evidence submitted. There was much discussion during which Orlando Harrison made a statement denying that crown galls had been cut off from trees sent out by his Nurseries with intent to defraud. Finally the chair asked Robert Pyle to present to the convention the resolution adopted by the executive committee:

Resolved, That Harrison's Nurseries, of Berlin, Md., be hereby reprimanded for gross carelessness in the Musselman case, for having shipped stock without adequate inspection and grading.

In the mind of the committee the evidence does not warrant the charge alleged that 90 per cent of the one-year trees shipped were affected with crown gall and hairy root, or that Harrison's Nurseries wilfully and with intent to defraud cut crown galls from trees before shipping same.

There was much discussion during which it was moved to eliminate the first paragraph of the resolution. Finally the resolution was adopted as presented by the executive committee after amendment to eliminate the word "gross." Chairman Lindley of the vigilance committee said he had received a letter from Mrs. Lindley stating that she knew he was wrestling with a difficult problem. She admonished him to remember that justice is good but that untempered with mercy it becomes cruel.

J. W. Hill said: "That woman's heart is in the right place even if she did marry Paul. She is a friend of humanity."

H. G. Baugher, Adams Co., Pa., said he lives within four miles of Mr. Musselman and that he had found Mr. Musselman a very close buyer, very particular and that he had not sold him stock. He thought Mr. Musselman was scrupulous. Asked to define what he meant by "scrupulous" and whether he did not mean "unscrupulous," he said that was what he meant. J. W. Hill asked Mr. Harrison if he discovered any crown gall on the seedlings which produced these trees.

Mr. Harrison—"Not that I know of."

J. W. Hill—"Did you make any examination?"

Mr. Harrison—"We always examine seedlings. We have found it does not pay to plant seedlings affected with crown gall."

Mr. Kelsey—"When these trees were inspected, were they in storage or in the field?"

Mr. Harrison—"Usually they are in the field, inspection being made as they are dug."

Mr. Moon—"Would it not be wise to inquire if Mr. Sanders or Mr. Musselman or their representatives were present?"

The chair so asked. No reply.

Lloyd C. Stark—"I cannot see any evidence of gross carelessness."

J. H. Dayton—"I understand that these trees were inspected in regular course by an inspector before shipment. Does that not absolve the shipper?"

Mr. Kelsey—"I think inspection in Massachusetts is as thorough, if not more so, as in



any state in the Union. But if inspectors do not see the roots of trees their inspection does not relieve me from responsibility. The fact that I have a certificate of inspection does not relieve me of responsibility a bit."

Mr. Greening—"It seems to me the passage of this resolution at this time would be rash action. I believe more time should be given it."

Mr. Weber—"We should go deeper into this matter"

J. W. Hill—"It seems to me the committee has contradicted itself in the two paragraphs of the resolution."

J. R. Mayhew—"This is one of the most serious questions ever before this Association. The whole thing is a cake of dynamite. The honor and integrity of a member is at stake. The committee wants full justice. It wants to fulfill the promise made to the people that so far as this Association can go it will clean up affairs within its ranks which are unethical. I want to take my responsibility. I believe this resolution is fair and just to all concerned. I believe Mr. Harrison has been negligent and that others of us may be so. I do not believe the committee goes too far. I do not believe that all that is charged in this case is true. We've said to the world that we're not going to pass over these questions lightly. I believe we will render higher service because of this disagreeable thing. I'd rather have gone fishing. I believed this resolution fair and just yesterday and after sleeping on it I still believe it so. We've pledged ourselves in Article 9 of our constitution. We demand to get rid of gross carelessness. We could all afford to clean up. As long as we are red-blooded men we are going to be fair, honest and conscientious with our membership."

W. C. Reed—"I favor letting the resolution stand as it is."

Wm. Lee Twitchell, Gowanda, N. Y.—"I am a banker and a Nurseryman. The vigilance and executive committees are on trial. You condemn this man and I claim he is not guilty. The amendment (to strike out first paragraph) must prevail or you stand convicted."

H. B. Chase—"I am a member of the executive committee. I never saw men strive harder to get at the facts. Mr. Greening asks submission here of the evidence. That is impracticable, it would require three days' time. I would simply eliminate the word 'gross.' If this Association wants to dispose of this case from the beginning by going over it what is the use of the committee?"

President Cashman—"The resolution is not contradictory. It says the evidence does not support the two charges, but the com-

mittee does not absolve Mr. Harrison from careless grading."

H. M. Whiting, of Boston, Mass., and Geneva, N. Y., was expelled from the Association under charges which have been under investigation two years.

Leamon G. Tingle, Pittsville, Md., was expelled from the Association upon the recommendation of the executive committee. Upon motion of Mr. Moon the Association voted to restore to the aggrieved planter in the Tingle case the money, up to \$50, which has not been returned.

Glen Brothers, Nurserymen, Rochester, N. Y., were expelled from membership in the Association by adoption of the following resolution:

The American Association of Nurserymen through their vigilance committee having reviewed the evidence in the case of Glen Brothers, of Rochester, N. Y., and they having been regularly notified to appear before the vigilance committee in their own defense; and, further, it being apparent that their catalogue and advertising are calculated to mislead the buying public; therefore be it

Resolved, that this Association does therefore expel from its membership Glen Brothers for violation of established ethical rules and for failing to maintain the standards required by this Association.

#### SUNDRY MATTERS

The Retail Nurserymen's Association reported changes in the report on standardization. As amended that report was referred back to the standardization committee to present again at the 1923 convention.

Henry B. Chase addressed the convention on "What's Around the Corner," making an earnest plea against over planting of stock.

Chairman W. C. Reed of the committee on arbitration reported that nine cases involving a total of \$10,000 had been considered and practically disposed of.

Upon presentation by Mr. Pyle of the executive committee of two resolutions recommended by that committee William C. Vandewater, attorney, of Princeton, N. J., was named for resident agent of the Association in accordance with Article 3 of the constitution, and F. L. Atkins, Rutherford, N. J.; Lester C. Lovett, Milford, Ill., and Samuel E. Blair, Nutley, N. J., were named as trustees.

At the suggestion of Mr. Moon, J. W. Hill, M. R. Cashman and Harlan P. Keisey were

(Continued on page 20)

### THIS SPACE

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Including Publication in both AMERICAN NURSERYMAN and AMERICAN NURSERY TRADE BULLETIN.

One Month: \$2.80 in both.

### MYROBOLAN PEAR SGARAVATTI APPLE

STOCKS FOR PROPAGATING  
HARDY - STURDY - HEALTHY  
THE STOCKS FOR EVERY SOIL AND CLIMATE

For risks that defy competition apply to the  
General Sales Agents

**FELIX & DYKHUIS**  
Fruit tree and Rose stock Specialists  
**BOOSKOOP, HOLLAND**

### TREE SEEDS

Send for catalog listing Tree, Shrub, Perennial and Evergreen Seed. Collected from all parts of the world.

**CONYERS B. FLEU, JR.**  
6628 Ross St., Germantown, Philadelphia

### RASPBERRY SETS

Columbian, Cumberland, Black Diamond, Plum Farmer and Cuthbert. Ask for our prices, you can save some money. Two Year and One Year Apple, Pear and Cherry. Budded Roses, Shrubs and Silver Maple. Send us your want and surplus lists.

**SILVER HILL NURSERY**  
CHAS. E. KELLEY, Prop., Newark, N. Y.

### SEEDS SEEDS and PLANTS PLANTS

We have the following to offer, (new crop)  
Turnip Seeds, Mustard Seed, Cabbage Seed, Long Island grown, Bermuda Onion Seed, Tenorille Grown.  
Strawberry Plants, Klondike and Everbearing. Flowers, Bulbs, and Nursery Stock of all kinds.

Wholesale prices upon request. **WRITE US** before you place your order.  
**The LILYLAND FARMS** Starkville, Miss.

We are large growers of Fruit and Nut trees, Ornamentals and ROSES. Give us a trial. We know the quality of our stock will please you.

**INTER-STATE NURSERIES,**  
C. M. GRIFFING & CO., PROP'.,  
JACKSONVILLE, FLORIDA

### WANTED

**SALES MANAGER;** by a progressive and growing New England Nursery. Opportunity to invest in the business. ADDRESS - B. S. care of AMERICAN FRUITS PUBLISHING CO.

Contracting on 12-16 in. Jap. Raspberry seedlings for Spring 1923 delivery. Full line of Baby Ramblers, H. P. and Climbers. Complete line of Nursery Stock, wholesale.

**KILLMER-BRADY NURSERIES**  
St. Paul, Minnesota U. S. A.

**Ampelopsis Veitchii** 300,000  
two year, 10 in. to 5 ft. Extra strong and 12 yr. for retailing and lining out. Some XX heavy tops and roots. Satisfaction in all grades. Superior to general stock, grown thin, so much stronger roots. It is not the cheapest, but the best. Get particulars before purchasing elsewhere.  
**CHARLES BLACK, Hightstown, New Jersey**

## VINCENNES NURSERIES

W. C. REED & SON, PROP.

VINCENNES, INDIANA

CHERRY, 2 YEAR, ALL SOLD  
CHERRY, ONE YEAR, 11/16 UP  
CHERRY, ONE YEAR, 9/16 TO 11/16  
CHERRY, ONE YEAR, 7/16 TO 9/16  
CHERRY, ONE YEAR, 2 TO 3 FEET  
KEIFFER PEAR, 2 YEAR, ALL GRADES  
PEACH, ONE YEAR, LEADING VARIETIES  
PLUM ON PLUM, 2 YEAR, EUROPEAN AND BURBANK  
HANSEN HYBRIDS, 2 YEAR, ON AMERICAN ROOTS  
PLUM AND APRICOT, ONE YEAR, ON PEACH  
GOOSEBERRY, ONE AND TWO YEAR

Our Blocks of One Year Cherry are largest in the U. S.  
Grown on New Land. Buy Early and be assured of a supply

## J. H. SKINNER & CO.

TOPEKA - - - KANSAS

We offer for Fall 1922-

Apple Seedlings

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Forest Tree Seedlings:

American White Elm Black Locust Honey Locust  
Catalpa Speciosa

Spirea Van Houtti

1 year, for transplanting, also 2 to 3 ft. and 3 to 4 ft. stock.

## GRAPE VINES A SPECIALTY

ALSO  
CURRANTS, GOOSEBERRIES

*Best Varieties. Well rooted.*  
WRITE FOR PRICE LIST.

**T. S. HUBBARD CO.,** FREDONIA, N. Y.

## PEACH SEED

Plant Tennessee Natural  
Peach Seed, 1921 Crop.

Will be glad to quote prices

**SOUTHERN NURSERY CO.,**  
Winchester, Tenn.

## GENUINE Carolina Peach Pits

1921 Crop

**J. Van Lindley Nursery Co.**  
Pomona, N. C.

## FRUIT

Have a few Standard and Dwarf Pear and  
Quince to offer.

## SHADE TREES

Large stock of Sugar Maples, 2½ to 4 inches.  
Nice block of transplanted American Elm,  
1½ to 3 inches.

Shrubs and Perennial Plants

General Assortment.

**W. B. COLE,** Painesville, Ohio.

## SCARFF'S NURSERY

Headquarters For  
SMALL FRUIT PLANTS and  
LINING OUT STOCK

Strawberries	Hardwood Cuttings
Raspberries	Iris
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Currants	Asparagus
Gooseberries	Rhubarb
Grape Vines	Barberry Seedling
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Our list quotes lowest prices

**W. N. Scarff & Sons,** New Carlisle, O.

Twice-a-month  
**Nursery Trade Publicity**  
On the 1st and 15th  
**American Nurseryman**  
**Nursery Trade Bulletin**

## Detroit Convention

(Continued from page 19)

named as an advisory committee in accordance with the request of Secretary of Agriculture Wallace.

F. P. Detwiler, U. S. Dept. Agr., addressed the convention briefly regarding the work of his committee. Placards were exhibited for the consideration of the Association preparatory to the publication of shipping information by the Department.

Upon motion of Mr. Kelsey a vote of thanks was given to Chairman Lindley for his arduous work for the Association. Upon motion of J. W. Hill, Mrs. Lindley was included.

An appropriation of \$7000 was made for market development committee work.

Officers were installed and the convention adjourned.

## Convention Notes

The convention badge was neat and effective—in a form which a member could wear without being conspicuously tagged when he stepped out of the hotel. Secretary Sizemore had many indorsements in regard to the badge.

The remarkable growth of Detroit—from 500,000 to 1,000,000 in a decade—afforded interesting sights which Nurserymen at the convention viewed from sight-seeing buses or touring cars daily. Several parties went up to Monroe, Mich., to see the big Nursery there. Three big loads of Nurserymen made the trip to Del Ray to see the new Ford automobile plant. The combined Ford production in Detroit is 4,500 cars a day.

Fifteen Rotarians among the Association membership accepted the invitation of the Detroit branch to lunch on the first day of the convention.

The invocation by J. W. Hill and the expressions on the death of members, by Mr. Hill's committee were of an unusually high order.

Exhibits at the convention included: Bolens power hoe and lawn mower tractor, Wilson Mfg. Co., Port Washington, Wis.; packing boxes, General Box Co., Chicago, Ill.; cherry coming one year, W. C. Reed & Son, Vincennes, Ind.; photographs, B. F. Conigisky, Peoria, Ill.; catalogues, W. A. Garrabrant, Kansas City, Mo.; Nursery stock, Robt. C. Young, Greensboro, N. C.; catalogues, Benton Review Shops, Fowler, Md.; catalogues, A. B. Morse Co., St. Joseph, Mich.; tree roses, Bobbink & Atkins, Rutherford, N. J.; Hicks Nurseries, Westbury, N. Y., hand-painted landscapes and specimen plants; pruning knives, Wm. von Helms, Monsey, N. Y.

The Baby Ramblers elected at the annual meeting in Detroit: President, William H. Mastin, of C. W. Stuart & Co., Newark, N. Y.; vice-president, Robert W. Essig, of Pontiac Nursery Co., Detroit, Mich.; secretary, Horton Bowden, of Rice Brothers Company, Geneva, N. Y.

The ladies of the Association were the guests of Mrs. Robert W. Essig of Detroit at luncheon Thursday at the Detroit Golf Club rooms.

The Parkers—Jim and George—made a strong presentation of the claims of Hot Springs, Ark., for place of meeting and on the first ballot crowded Des Moines hard. After it was all over and the session had been adjourned a fine lot of illustrated literature on the resort reached the hotel and was distributed. The Parkers say they'll try again next year.

Robert Pyle was the choice of the State vice-presidents for vice-president of the Association, but Mr. Pyle would not consent to accept the nomination.

A Nurseryman remarked anxiously after the session in Detroit at which the vigilance committee's report was presented and the executive committee's recommendations for expulsion and censure of members were adopted: "Where will it all end? Who will be the next? Will anyone be safe?"

"Well," replied a brother Nurseryman, "you have nothing to fear, have you?"

In the opinion of Mr. Koster, Bridgeton, N. J., the American Association of Nurserymen ought to have 1500 members and the president should hold office for at least four years.

"American growers are not producing as many varieties as are European growers. It ought to be encouraging to them to expand in this matter to note that Fred Howard took the grand prize in Paris in 1917 with the Los Angeles rose and took it again in 1919 with Lolita Armour."—R. Kent Beattie.

"One of your members who was cultivating 180 acres before Quarantine 37 was put into operation now cultivates 500 acres; and all the plants he has imported can be grown on a single acre! That's development of American horticulture!"—R. Kent Beattie.

Robert Pyle's reason for declining the vice-presidency this year is that he will be engrossed with details pertaining to his office as president of the American Rose Society, besides other arduous duties.

President Campbell of the Elm City Nursery Company said that the introduction of box-barberry is now firmly established. Sales

**LABELS FOR NURSERYMEN**  
**THE BENJAMIN CHASE CO.,**  
**DERRY, N. H.**

**Make Yearly Contracts Now**  
**For Trade Publicity in**  
**American Nurseryman**  
**American Nursery Trade Bulletin**



have been heavy, demand is strong and constantly increasing. The company had planned to produce 750,000 this year but after two days in Detroit last month Mr. Campbell wired his office to make it a million.

In the discussion following the address by Prof. L. B. Scott, on Government work in propagating, Henry Hicks, Westbury, N. Y., asked: "How about ornamentals?" There was no answer. Fact is the Government appropriation so far has been sufficient for only certain phases of the work.

Catalogue No. 22 of Swain Nelson & Sons, Chicago, bears the slogan: "Picturesque Effects Without Waiting." The novel listing of evergreen and other trees and shrubs includes in every case the age of the specimen offered. Hemlock, for instance, is offered at 2 ft., 9 years old, all the way up to 7 ft., 17 years old; Koster's Blue Spruce from 3 ft., 15 years old, up to 10 ft., 26 years old. The planter is thus enabled to realize how long it takes to produce fine specimens even in the Nursery, and how much growing time may be saved by buying large sizes.

Jackson & Perkins Co., Newark, N. Y., are loyal supporters of the A. A. N. Six representatives of the company attended the convention. Chas. H. Perkins is first vice-president but many contend that the company's letter head reads: C. H. Perkins 2nd vice-president.

Secretary Sizemore's innovation of placing the badge number of a member at the top of the page in the Badge Book proved a popular feature. It facilitated ready reference.

In conversation with a representative of the American Nurseryman, Orlando Harrison, of Harrison Nurseries, Berlin, Md., said that he had repeatedly told responsible men in the employ of his concern that crown galls must not be cut off from trees sent out. He has been much engaged with matters in the state legislature and has not been in close touch with affairs at his Nurseries. However, he said, he was responsible for the condition in which stock went out from the Nurseries. He said that shipments were many and often large and that it was difficult to watch everything. He emphasized the fact that he had demanded return of the trees complained of in the Musselman case,

if he was to refund the price paid for them. He exhibited three York Imperial apple trees, one year, and said they were a sample of the trees sent back by Mr. Musselman. While they were not entirely free from gall still he had planted the lot in his orchards and had marked them for observation in the growth. He said he would not countenance any attempt to defraud a planter.

Mr. Tucker of the McKay Nursery Co., suggested to President Cashman that the A. A. N. might well maintain an office in Chicago the year around for the secretary and traffic manager, with an assistant; and that conventions be held regularly in Chicago. We may reach realization of the Chicago office idea at least in the near future.

Just before adjournment J. Edward Moon, former president, addressing the convention, said: "A year ago I felt a good many misgivings as to the future of the Association. But I have been reassured. I think it especially fitting that our very cordial approval should be expressed for what our retiring president had done in his administration and the masterly way he has presided at this convention I feel cheered by the progress made and move a vote of cordial appreciation." Carried.

#### A JOURNAL'S INFLUENCE

The American Nurseryman is published primarily in the interests of its readers.

It does not print matter for the special purpose of attracting advertisements relating to what is so printed in an adjacent column. Publications which resort to that practice are on the lower plane which shows them to be under the domination of the counting room. Editorial utterances of such publications cannot carry weight, for the reader's confidence cannot be gained.

It is this outstanding fact—Absolute Independence of the Counting Room—which makes a publication influential.

During the last ten years the orchardists of Missouri have lost nearly two-thirds of their bearing fruit trees, due to the prevalence of the San Jose Scale. The number of trees dropped from 14,000,000 in 1910 to about 5,000,000 in 1920.

Evergreens  
Lining Out Stock  
Seedlings  
Specimens  
**THE SCOTCH GROVE NURSERY**  
SCOTCH GROVE, IOWA.

#### Special for Fall

Cornus Elegantissima, 2-3 and 3-4 ft.  
Also Shrubs and Herbaceous Plants  
in good assortment.

**T. R. NORMAN,** Painesville, Ohio

### Strawberries

Summer and Fall Bearing  
Headquarters for Strawberries  
and Fruit Plants of all kinds. Rasp-  
berries, Blackberries, Currants,  
Gooseberries, Grapes, Fruit Trees,  
Roses, Shrubs, Eggs for Hatching,  
Crates, Baskets. Catalog free.  
**L. J. Farmer,** Pulaski, N. Y.

A recent subscriber to our Credit and Information List says:

Think it the best money we have ever Spent.

For full particulars write

**NATIONAL FLORISTS' BOARD OF TRADE**  
48 Wall St., New York City

### PEACH PITS

North Carolina Mountain  
Naturals. 1921 Crop.

150 to 200 bushels. Write for samples and prices.  
**VALDESIAN Nurseries, BOSTIC, N. C.**

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**NURSERY TRADE BULLETIN**

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One Month: \$2.50 in both.

If you missed getting your adv. in the current issue of American Nurseryman send your copy for the mid-month **AMERICAN NURSERY TRADE BULLETIN**.

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By a system exclusively its own, this publishing company covers the American Nursery Trade thoroughly. Advertisements entrusted to its care are published first in the "American Nurseryman," through which they reach subscribers, and then are published in the "American Nursery Trade Bulletin" through which they reach the remainder of the trade. The rate for advertisements covers the double service, on the 1st and 15th each month. Forms close on the 25th.

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**American Nurseryman and American Nursery Trade Bulletin**  
ALL ADVERTISEMENTS ARE RUN IN BOTH PUBLICATIONS  
ABSOLUTELY COVERING THE TRADE

#### FOR THOSE WHO DO NOT ALREADY KNOW

**B**USINESS Announcements in this Chief Exponent of the Trade reach the Nurserymen of every State in the Union. An absolutely independent publication. Edited by the Founder and Dean of Nursery Trade Journalism in America, it continues its pronounced lead in movements which have characterized trade progress for a quarter of a century. Practically every important action on the part of Nursery organizations of the country, national, district and state, has been urged and foreshadowed in the columns of the "American Nurseryman" for months or years beforehand.

That is an unparalleled record. The proof is in print in the files of this journal, open to all.

**THE AMERICAN NURSERYMAN, 39 State Street, ROCHESTER, N. Y.**

ADVTG. \$2.50 INCH. CHIEF EXPONENT OF THE NURSERY TRADE. SUBS. \$2.00 YEAR  
American Nurseryman Advtg. Are Included in American Nursery Trade Bulletin Monthly

#### TRADE SENTIMENT

A letter recently received from President Robert Pyle of the Conard & Jones Company says: "Your recent issue serves to reinforce a conviction that has been growing with me that you are alive to the interests of the Nurserymen and sensitive to their needs. I want you to know that some of us appreciate the fact that we have a Trade Journal which may be counted upon to help boost the movements that are for the betterment of the industry generally."

The D. Hill Nursery Company in a recent letter said: "I am more than ever convinced that the "American Nurseryman," being an independent Trade Journal, is a logical medium which should be dominant in the Nursery Field."

"Your publication is doing a great work. We are all with you."—John A. Young, President, Aurora (Illinois) Nurseries.

Subscription: \$2.00 per year, Three Years: \$5.00

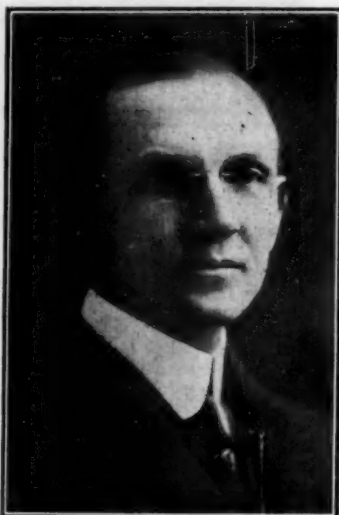
**AMERICAN FRUITS PUBLISHING CO.,**  
39 State St., ROCHESTER, N. Y.

## MEN OF THE HOUR

### "American Nurseryman" Series

#### Paul C. Lindley

Paul C. Lindley some fifteen years ago took over the management of the large business which his father, the late J. Van Lindley, relinquished. He is president of the J. Van Lindley Nursery Co., of Pomona, N. C., and of the Van Lindley Co., of Greensboro, N. C. The former operates 1500 acres in Pomona, Overhills and Friendship for Nur-



PAUL C. LINDLEY, Pomona, N. C.  
President American Association of Nurserymen

series purposes. The latter conducts a large florist business. Mr. Lindley has long been active in American Association of Nurserymen affairs and in his district association. He has been president of the Southern Nurserymen's Association and has served on important committees of the American Association. He is a director in several local enterprises, including the American Exchange National Bank, the Jefferson Standard Life Insurance Co. and the Pomona Terra Cotta Co.

Mr. Lindley was born in Pomona, N. C., April 27, 1877. He is a Quaker who believes in fighting. His motto is: Quaker Quality. He is half florist, half Nurseryman, making a specialty of landscape work. He attended Cornell University for three years. He has three sons and a daughter.

#### Harlan P. Kelsey

The new vice-president of the American Association of Nurserymen is at present chairman of the New England Conference for the Protection of National Parks; member Executive Committee of the Economic Club of Boston; member Board of Directors, Salem Club; secretary and treasurer, American Joint Committee on Horticultural Nomenclature, and member of Subcommittee of three which is preparing the actual material for the "Official Catalogue of Standardized Plant Names."

For many years he was chairman of the Salem Planning Board. He was the first chairman of the Massachusetts Federation of Planning Boards. For two years (1920 and 1921) he was president of the Appalachian Mountain Club.

His main accomplishment was introducing American native plants to general use in America. New introductions include some

of the most beautiful of our native trees, shrubs and herbaceous perennials, such as *Tsuga caroliniana*, the Carolina hemlock, *Azalea vaseyi*, *Shortia galacifolia*, *Rhododendron carolinianum*, *catawbiense* var. *compactum*, *Stenanthium robustum*, *Vaccinium hirsutum* and many others.

As chairman of the Salem Planning Board Mr. Kelsey performed a signal service for Salem. His work on Nomenclature of Plants and his outline of method of Standardization and other monuments to his earnestness, zeal, faithfulness and persistence.

That Vice-President Kelsey has long been on record in favor of progressive uplift is proven by the fact that he addressed the American Association of Nurserymen at the convention in St. Louis, Mo., June 15, 1911, on "The Ethics of the Nursery Business." Not as much attention was given to that subject by the A. A. N. as is given at the present time when a speaker on this subject appears.

When it was made known that Robert Pyle would not accept the nomination for vice-president of the A. A. N., J. R. Mayhew placed in nomination amid applause the name of Harlan P. Kelsey, Salem, Mass., for the office. This was immediately seconded by F. A. Wiggins. J. Edward Moon said: "It is very much appreciated by the East that a gentleman from Texas and another from the state of Washington have recognized the worth and services of a man from the East." The South came quickly to the front in the person of O. Joe Howard who moved that nominations be closed. The secretary cast the ballot which elected Mr. Kelsey.

In the meeting of state vice-presidents when the eloquence of J. W. Hill seemed about to turn the tide from Hot Springs, Ark., to Des Moines, Ia., as the next meeting place, the rosters for Chicago headed by A. M. Augustine dropped the name of the metropolis of the Middle States for the time being and swung heavily over to Hot Springs, thus contributing largely to the recommendation of Hot Springs. They felt sure that on the floor of the convention the Arkansas town would be turned down and that Chicago would be at least on even terms with Des Moines. It was.



HARLAN P. KELSEY, Salem, Mass.  
Vice-President American Association of Nurserymen

## REPORT ON STANDARDIZATION

(Continued from page 15)

examples, 3-6 in., 6-9., 12-15 in., etc. Some stock may best be graded in 6 inch series; example, *Ligustrum ovalifolium*, 12-18 in., inches give in half feet up to 3 feet, then by single feet up to 6 feet, then in double feet, example, 8-10.

Diameter state in feet when desirable.

Clumps indicate 8 or more stems (canes) from the ground.

**Evergreen Shrubs.** Height same as deciduous. Diameter if given, state in 3 inch series up to 18 in., then in half feet up to 3 feet, then in feet. Clumps indicate 6 or more stems from the ground.

**Vines.** Age, state in years from date of propagation.

Size, state length in inches up to 24 in., then in foot series up to 4 feet, then in 2 ft. series.

Quality or Grade. Average number of stems should usually be given.

**Herbaceous Perennials.** Age and method of propagation. State as per general rule preceding.

Quality or Grade. State number of buds, eyes or crowns, also general rule.

Clumps to have not less than 6 buds, eyes or crowns.

Field Grown (FGR.) means grown in open field.

Pots means grown in pots.

Frames means grown in cold frames.

Grenhouse (GH.) means grown in greenhouse, hothouse or propagation house.

Tying. 11-16 and 9-16 grades shall be tied in bundles of ten. 7-16 and 5-16 grades shall be tied in bundles of twenty. Each bundle shall be plainly marked with two copper-wired labels.

All grades shall be of fair shape, branched, well rooted, caliper to govern and measurements taken two inches from the crown or bud. Some exceptions to the trade to be light growers, but such exceptions should be so stated in all trade lists as issued.

**Small Fruits.** Age, state in years, with methods of propagation.

Quality or Grade, per general rules as they apply.

#### STANDARD DISCLAIMER OR WARRANTY CLAUSES

A clear understanding of contract between buyer and seller promotes permanent business relations. There is no other class of merchandise over which the seller has less control of results than horticultural products. Two forms of disclaimer have been quite commonly used and are given below for consideration. Just what responsibility the seller of Nursery products should assume, both morally and technically is a subject of grave importance and must be worked out.

#### Sample Warranty Clause

1. We give no warranty express or implied as to description, quality, productiveness or any other matter of Nursery stock, seeds or plants or bulbs we sell.

2. If any Nursery stock, etc., proves untrue to description under which it is sold, seller shall be liable to the purchaser only and to no great extent or amount than the purchase price of such Nursery stock, etc., and the seller except for the aforesaid agreed liability and in respect to such purchased Nursery stock, etc., gives no warranty express.

(Continued on page 24)

**AMERICAN NURSERYMAN** should be regularly on your desk. A business aid, ting with exclusive trade news. Absolutely independent. NOT OWNED BY NURSERYMEN.



## BOBBINK & ATKINS

### Standard (Tree) Roses



FIELD OF STANDARD (TREE) ROSES

Rose gardens can only be made complete by the use of Tree Roses. They relieve the flat appearance of the Bush Rose and give the garden a distinctive individuality.

Nurserymen who are interested in the sale of Standard Roses can rely upon us for their stock as we are growing many thousands for delivery next shipping season.

Do not compare our home-grown Tree Roses to the one time imported stock. They are more vigorous and in every way much more satisfactory. Our Tree Roses will make a fine vigorous growth, enabling them to withstand the winter. We select only those varieties that grow best when budded in tree form. Rugosa stems are used.

Write us the number you can use and we will give you prices.

We are growing the following varieties in quantity for delivery this Fall:

Betty, H.T.  
Dean Hole, H.T.  
Frau Karl Druschki, H.P.  
Francis Scott Key, H.T.  
General MacArthur, H.T.  
George Arends, H.P.  
George C. Waud, H.T.  
Gruss an Teplitz, H.T.  
Golden Ophelia, H.T.  
H. V. Machin, H.T.  
Jonkheer, J. L. Mock, H.T.  
Killarney, Double White, H.T.

Killarney Queen, H.T.  
Killarney, White, H.T.  
Lady Alice Stanley, H.T.  
Lady Ashtown, H.T.  
Lady Ursula, H.T.  
La Tosca, H.T.  
Laurent Carle, H. T.  
Los Angeles, H.T.  
Mme. Caroline Testout, H.T.  
Mme. Edouard Herriot, Per.  
Mme. Jules Grolez, H.T.  
Mme. Leon Pain, H.T.

Miss Cynthia Forde, H.T.  
Mrs. Aaron Ward, H.T.  
Mrs. John Laing, H.P.  
Mrs. Wakefield Christie-Miller, H.T.  
My Maryland, H.T.  
Ophelia, H.T.  
Paul Neyron, H.P.  
Pharisaer, H.T.  
Premier, H.T.  
Prince de Bulgarie, H.T.  
Radiance, H.T.  
Red Radiance, H.T.

\*Can supply a large number of varieties in small quantities. Ask for list.

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New Jersey  
**NURSEYMEN and FLORISTS**

## TO The Trade only

We offer for delivery Fall 1922 or Spring 1923 a large and well assorted block of Fruit trees comprised of

**APPLE PEAR**  
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## REPORT ON STANDARDIZATION

(Continued from page 22)

press or implied as to description, quality, productiveness, nor any other matter.

Among many cases on record proving the legality of the above clauses are the following: Kelley vs. Lum, 75 Wash. 135; Ross vs. Northrup King, Wisconsin Supreme Court, 144 N. W. Reporter 1124; Blizzard Bros. vs. Crary Canning Co., 152 Iowa 257; Seattle Seed Co. vs. Fuzimori, 79 Wash. 123.

### UNFAIR COMPETITION, BRIBERY AND GRAFT

Graft giving and receiving exists in the Nursery business just as it does in most if not all other businesses. Many states have drastic legislation against it, and in some the giving or taking of a bribe is a felony. The nature of the felony is such however that it is extremely difficult to secure convictions, both parties to the transaction being equally guilty.

The giving of gratuities to employees is done to induce them to buy or overbuy or accept inferior products, etc., and is perhaps the most dishonest and contemptible form of unfair competition. The honest retail Nurseryman and seedman is most seriously handicapped by his unfair competitor, and it is quite time a higher standard of honesty should be compelled by Nurserymen as an organization.

There are many kinds of unfair competition practised, as in advertising, descriptions, etc. and we believe the time has come for the Nurserymen to take a definite stand on this subject and to appoint a special committee on "Unfair Competition, Bribery and Graft" to investigate and report with specific recommendations.

On June 1st, 1922, H. R. 10159, "A Bill to further protect interstate and foreign commerce against bribery and other corrupt trade practices," was passed by the House of Representatives and is now before the Senate Committee on Interstate Commerce. The evidence submitted by the proponents of this bill is a terrible indictment of business practices in America.

This Bill is being backed by the Unfair Competition Bureau of the Paint and Varnish Industries and its passage is being urged by forty-three other leading national business organizations including advertising, paper and pulp, ship service, surgical, furniture, insecticide, leather belting, music paint, roofing, hardwood lumber wholesale

IT COSTS LESS THAN 17 CENTS A MONTH TO KEEP IN TOUCH WITH THE TRADE THROUGH A REAL NURSERY TRADE JOURNAL.

grocery, textile, machinery, and many other industries.

We recommend that the American Association of Nurserymen join in support of the passage of this Bill and that immediate steps be taken to make such support felt in Washington through our proper representatives.

### ADDITIONAL SPECIFIC RECOMMENDATIONS FOR FURTHER ACTION

1. That the name of this Committee shall be "Committee on Standardization of Horticultural Trade Practice."

2. The establishing of a "Joint National Committee on Standardization of Horticultural Trade Practice."

3. That the work of drawing up a code or set of rules for Nursery trade practice be continued:—Other duties of such a National Committee to be the preparation of rules for the registration of names of new Horticultural varieties; defining, considering and adjudicating questions of Nursery practice as they arise.

4. The adoption of a code for naming of horticultural varieties for guidance of Nurserymen, plant breeders and others introducing plants. This may properly be referred to the American Joint Committee on Horticultural Nomenclature.

5. Earnest consideration on the matter of establishing an "American" or "National Horticultural Council" or "National Horticultural Chamber of Commerce" with representatives from all horticultural interests, amateur and professional to consider horticultural practice along the above lines with suitable sub-committees. Such a Council might assume the duties of the Joint National Committee on Standardization of Horticultural Trade Practice in our second recommendation. Such a National Council or Chamber would represent American Horticultural interests in matters of legislation, transportation, etc.

(One of the greatest difficulties in carrying out uniform trade practice in the horticultural world is the fact that different horticultural interests such as Nurserymen, florists, seedsmen, market gardeners, fruit growers, landscape architects, horticultural writers, plant breeders, private gardeners, park officials and many others, have been working thoughtlessly or selfishly along their own particular lines, and mutual interests even if comprehended have been ignored.)

It is certain that the time has come when action as above recommended must be taken by some one. The work of the American Joint Committee on Horticultural Nomenclature shows that it is possible to accom-



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If proofs are wanted, copy should be in hand previous to above dates.

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plish great results through co-operative effort of those in different horticultural pursuits.

It is only through such a national council or committee representing all leading horticultural interests that the best results would come; it must be a broadly representative body to have its action carry the weight of authority.

6. Other matters for consideration by the Committee on Standardization to be reported on its next report.

(a) **Alphabetical List of Trade Terms** used in Nursery and Horticultural Practice with the Abbreviations.

(b) **Color Chart or Methods for Standardizing the Descriptions of Colors in Horticulture.**

(c) **Standard Symbols for Certain Descriptions** as for Biennial, Annual, Male, Female, Fertile, Pistillate, etc.

(d) **Rules for Grading Roses, Bulbs and Seeds.**

(e) **Packing, Shipping and Material Standards with Rules and Decisions.**

Harlan P. Kelsey, Chairman, John Dayton, John Fraser, Charles J. Maloy, E. S. Welch.

A most effective display of the aim and the results of the campaign, "Plan to Plant Another Tree," as conducted by the Illinois State Nurserymen's Association, under the personal tireless direction of J. A. Young, was made on the mezzanine floor of the Wolverine hotel during the A. A. N. convention in Detroit last month. Our readers are familiar with the plan which directed the attention of many thousands to the subject of planting during the spring season.

"Plan to Plant Another Tree" posters decorated the lobby of the convention headquarters hotel; and, besides testifying to the activity of Secretary J. A. Young of the Illinois State Nurserymen's Association, called to mind graphically the remarkable degree of publicity in behalf of planting attained in a short time in the spring of 1922, an attainment which will have a cumulative effect.

Secretary Young of the Illinois Association arranged for exhibit twenty-two placards which on account of the meritorious character of the subject were permitted by the hotel management to be hung on the walls along one side of the gallery where they attracted much attention throughout the convention dates. Mr. Young was on

hand to direct attention to special features of the exhibit.

On the first eight placards were displayed samples of the bulletins sent out to the newspapers and periodicals throughout Illinois explaining the movement and supplying articles on planting trees and plants with particular regard to supplying just the information needed. Not only was timely information given in such manner as to command the attention and the indorsement of the editors of papers all over the state and outside of the state, but questions asked were answered, the latter feature being one of the most interesting to readers of the papers.

Other placards showed column after column of clippings from Illinois papers as proof of the use of these articles. It is estimated that the service is now resulting in the presentation of Plan to Plant Another Tree matter to readers.

These placards on which the newspaper clippings were pasted were headed, for exhibit purposes, variously as follows: "Kiwans Backs Up Plan to Plant Another Tree," "Rotary Has Its Part in Plan to Plant Another Tree," "Nurserymen Are Pushing Plan to Plant Another Tree," "Women's Clubs Praise Plan to Plant Another Tree," "Arbor Day Is a Good Horse: Ride It," "School Children Good Advertisers," "Best People in America for 'Plan to Plant Another Tree,'" "Chicago Tribune, 850,000 Circulation, Indorses Plan to Plant Another Tree," "Right Information at the Right Time," "American Horticulture: That Is, Plan to Plant Another Tree," "Memory Trees the Best Monument."

Fifty or sixty letters from organizations and individuals heartily indorsing the plan occupied another placard.

A folder intended for the planter's use and another addressed to Nurserymen were supplied in quantity on nearby desks; also subscription blanks for investment of any amount in behalf of the movement for the advancement of American Horticulture. The bulletin service of information and replies to queries is supplied to anyone for \$2 per year, a weekly service.

It is believed that Nurserymen would be directly benefited by greatly extending the scope of the service which may be applied to every community in the country.



## ROSES

### Do YOU Sell or Grow Rose Bushes?

In either case you certainly need a copy of my Trade List 22-E.

It contains the greatest list of **NOVELTIES**

ever offered in this country; and the best of the old-timers as well, ranging all the way from *Souvenir de Claudius Pernet* to *Ulrich Brunner*.

All California field grown. You know what that means, particularly in Hybrid Teas.

I do not argue about the relative merits of budded vs. own root stock but handle both.

Budded stock is shipped from Northern California as early as November. Own root stock from Southern California from January 15 on.

Send for list today. You cannot afford to be without it.

Shall I also add your name to my mailing list for other items such as bulbs, florists stock, nursery stock, etc.? I market the products of about 25 Pacific Coast growers of various lines.

**W. B. CLARKE**  
HORTICULTURAL BROKER  
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**Quercus palustris** (Pin Oak)  
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(Lombardy Poplar)  
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(Cornish Elm)

Ask for our prices before ordering  
**AUDUBON NURSERY**  
H. VERZAAL, General Manager  
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## C. E. WILSON & CO.

We offer the following 1st class stock in quantity:

**BERBERRY THUNBERGII** } Seedlings and  
**AMELOPSIS VEICTHII** } Heavy Grown  
**BIOIA PRIVET** } Field Stock  
**GRAPE VINE 1 AND TWO YEAR**

**Manchester Nurseries,**

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## NATIVE BROAD-LEAVED EVERGREENS

**Ornamental Trees,**  
Shrubs, Vines, Woody and Herbaceous  
Plants of the Blue Ridge Mountains  
Collections to Order in Carload Lots a  
Specialty.  
Correspondence solicited from large planters  
Ask for Price List.

**E. C. ROBBINS, PINEOLA,**  
Avery County, North Carolina

## KEYSTONE STATE NURSERIES,

BEAVER FALLS  
PENNSYLVANIA

**PEACH TREES, CURRANTS 1 and 2 Year. GRAPES 1 and 2 Year. CALIFORNIA PRIVET, 1 and 2 Year, SHRUBS, etc., etc.**

All the above stock is very fine and making excellent growth, and should please the most particular trade. Leading Nurserymen who have bought our stock speak very well of it, and are asking for prices this year.

Will be pleased to quote you very reasonable prices on your requirements.

**KEYSTONE STATE NURSERIES**

**BEAVER FALLS, PENNA.**

## Committee on Necrology

D. S. LAKE

February 2nd, 1922, was a day of mourning for the little city of Shenandoah, Iowa. She had been called upon to give up one of her most prominent and influential citizens, our highly esteemed friend and co-worker, D. S. Lake.

He has been closely identified with the upbuilding and business interest of his chosen home town since 1870, then but a little village.

He was a man of sterling worth and unusually high ideals, who never at any time failed to do what conscience, justice and right demanded. He belived in law and order and lived up to his ideals. He was kind, charitable, and considerate of all who came within his presence. He was true to the principles of his religious faith, and lived his life as becomes a consistent christian.

He was the oldest and most widely known pioneer Nurseryman of the Middle West, with whom almost every member of this Association was personally and intimately acquainted. He was a quiet man, of few words, a safe adviser and one whose judgment was frequently sought by his associates and fellow-members of this Association.

His mantle falls upon the shoulders of his worthy sons, Albert L. and Ralph O. who, we are confident, shall worthily bear it.

BE IT RESOLVED, that the sincere sympathy and condolence of this Association be extended the family and friends and that a copy of this meager tribute be forwarded to them.

F. H. STANNARD

On March 30th, 1922, an esteemed ex-president of this Association was called to his reward.

F. H. Stannard, who for many years has occupied a position of esteem and affection in the hearts of every member in this Association "laid aside his burden and accepted his reward."

The older members of this Association will recall the name of Brewer & Stannard, as being pioneer Nurserymen of the State of Kansas.

This firm was dissolved, however, many years ago, but Mr. Stannard continued and built up a very successful business at Ottawa, which today stands as a monument of industry, thrift and integrity.

He was a gentle, lovable, christian man,

and his life was such as to command the highest encomium of those closest to him. His mind and heart were imbued with love of humanity, a friendless and kindness for all who come within his observation. A man whose home life was ideal, faithful in every duty and in no instance did he shirk responsibility. A man of sterling worth and fixed integrity, upon whose statements the utmost reliance was given.

His quiet manner impressed all with whom he came in contact, his kindly disposition and genial greeting shall ever be remembered by those whose privilege it was to know him.

His life was gentle and the elements so blended in him that nature might well stand and say to all the world "This was a man."

He occupied high positions of trust in his state and city, serving for many years as Senator in the State Legislature and in other capacities of equal importance. He was a christian man emulating the principles and examples of "Him who went about doing good." His life has placed him upon an established pinnacle of honesty, integrity and self sacrifice, which may be well emulated by every member of this Association.

RESOLVED, that a copy of this feeble tribute be conveyed to the family of the deceased as an expression of our love and esteem.

PETER YOUNGERS

"Pete Youngers is dead." The announcement of these simple words in the Associated Journals of this Organization and the Public Press of the State of Nebraska on August 19th, 1921, carried sorrow to the American Association of Nurserymen and to the citizens of his home state.

No man whose name has occupied a place upon the membership rolls of this Association, was more popular or more unanimously esteemed and loved than was Peter Younger.

We recall, with most tender feeling, his genial, lovable personality and feel that he was the type of man who inspires confidence and renews our faith in humanity. His big, tender, sympathetic heart was ever open alike to his friends and associates. He was a most likeable man, of affable and jolly disposition, always greeting his associates with a smile or cherry laugh which we shall ne'er forget. He always saw the "bright side" of a situation and inspired optimism and hopefulness in his associates.

He occupied for many years positions of importance and trust in this Association,

serving it for a long while as your Treasurer and at the time of his demise, occupied a similar position with the American Nurserymen's Protective Association.

For many years he successfully conducted an extensive Nursery business at Geneva, Nebraska, and was honored by his home state, by elevation to positions of trust in high state affairs.

RESOLVED that our sympathy and condolence be extended to, and a copy hereof forwarded those related to him by blood and family ties, as a feeble tribute of what he meant to us and the affection in which we treasure his memory.

CLARENCE M. WEDGE

Clarence M. Wedge, founder and proprietor of the Wedge Nursery of Albert Lea, Minnesota, died in Florida whence he had gone on account of ill health.

Mr Wedge was often seen at the meetings of this Association and while of rather a retiring disposition was highly esteemed by those who were favored with his acquaintance. He was thoroughly educated in Horticultural matters and a frequent contributor to several farm papers on these subjects.

SAM W. CROWELL

WHEREAS, in the death of Sam W. Crowell of Roseacre, Miss., the American Association of Nurserymen has lost one of its most valued members, the State of Mississippi and the Nation a citizen of promise and of sterling worth.

THEREFORE, BE IT RESOLVED: That in the councils of Nurserymen from one end of the land to the other, his influence for the highest ideals and those sane business methods so essential to success will be missed.

Sam Crowell was a man among men, wherever his lot was cast. Fearless for but one thing, that his position was right. He met every issue of life squarely.

Going to Roseacre as a young man endowed only with the determination to succeed, he by indomitable will built a business within a few years comparable to few Nursery businesses of the country. To think of Roseacres was to think of Sam Crowell.

To his beloved wife, we extend the sympathy of the membership of this Association who knew him intimately and who revered his memory.

J. W. Hill, E. S. Welch,  
A. M. Augustine, Committee.

### WE NEED THE FOLLOWING MEN IN OUR ORGANIZATION:

One Foreman for Assembling and Packing Department. Must be thoroughly experienced, know ornamental stock, an organizer and efficient handler of men.

Two Thoroughly Experienced Landscape Planters who know stock, can read plans and handle men. Men who are used to large jobs.

One Thoroughly Experienced All Round Propagator, American preferred, married, who can live in Company house. This man must have record of producing results. A man of exceptional ability who can take charge of the department. A splendid opportunity.

We will welcome correspondence from parties who can fill these qualifications, but don't waste our time and yours if you can't.

The Elm City Nursery Co., New Haven, Conn.  
WOODMONT NURSERIES, INC.

### TREES and PLANTS

We offer the trade a full line of fruit trees, gooseberries, currants, loganberry plants, roses, etc., at close prices for Fall delivery 1922. Send us your want list.

Benedict Nursery Co. 186 E. 67th St., N. Portland, Ore.

### Landscape Photographs

Every Landscapeman should use our photos when soliciting landscape orders. Our views are good and are doing fine for many nursery firms. Start now using them.

Write for our numbered circular.

B. F. Conigliaky, 227 N. Adams St., Peoria, Ill.

### PEACH PITS

THE HOWARD HICKORY CO.  
HICKORY, N. C.

## They Like Our Seedlings

One of last year's Mississippi Valley customers just sent us his order for 250,000 apple seedlings.

A last year's New York customer ordered 100,000 apple seedlings.

A last year's California customer ordered 215,000 seedlings.

A last year's Texas customer ordered 50,000 apple seedlings.

An eastern firm, not a previous customer, but evidently knowing our product, ordered 450,000 seedlings.

These orders, and many others, mostly from previous customers, indicate that our seedlings have made good. They will make good for you.

Mazzard now sold, but can supply Apple, Japan Pear and Myrobolan.

*Write us if you want Clean, Healthy, Hardy,  
Thoroughly Matured Seedlings.*

**WASHINGTON NURSERY CO..**

**Toppenish, Washington**

(IN THE FAMOUS YAKIMA VALLEY)

### Consider these points carefully

Our seedlings are clean, healthy, and hardy.

Grown on new ground, never before in nursery stock.

Moisture under control.

No fall rains to keep them soft.

Crisp fall weather ripens them fully and naturally.

Dug and graded under best of conditions.

Quality, grade and condition guaranteed.



**CATALPA  
BUNGEI  
AMOR RIVER  
PRIVET  
CALIFORNIA  
PRIVET**

## OUR FIELD COUNTS

**Are Now Completed and We  
Are Ready to Quote on  
Your Wants in  
APPLE**

**Both One and Two Year Trees**

**ONE YEAR  
APPLE  
TWO YEAR  
APPLE  
GRAPE VINES  
ASPARAGUS**

**Our Assortments are Complete and Our Trees the Best.  
Also PEACH, PEAR, CHERRY, APRICOT, and PLUM.**

**APPLE AND JAPAN PEAR SEEDLINGS**—Let us quote on your needs in these. Our seedlings are grown in the famous Kaw Valley on new land. They are thoroughly matured before digging and carefully graded. This is our 37th consecutive year at growing fruit tree stocks.

**The F. H. Stannard Nursery Co.,**

**SEND US YOUR  
WANT LISTS**

**Ottawa, Kansas**

### President Cashman's Address

(Continued from page 13)

possibilities. Here is a trademark and slogan that every Nurseryman can very profitably adopt. The three words are a whole lecture in themselves and indeed are most eloquent. I would like very much to see a member of the Illinois Nursery Association propose the adoption of this slogan and trademark for the American Association of Nurserymen.

#### ARBOR DAY—WHY NOT ARBOR WEEK?

Practically every state through its Governor, sets aside a day called Arbor Day and on this day public planting of trees takes place. It seems hardly sufficient that only one day be set aside for public tree planting. The Nurserymen should agitate an Arbor Week instead of an Arbor Day. The florists put across Mothers Day—why cannot the Nurserymen put across Buddies Memorial Tree Day, a day which every good American citizen will celebrate by planting somewhere a memorial tree to the memory of a world war veteran? I suggest that this be considered by our Publicity or Market Development Committee.

#### EXPERIMENTAL WORK BY THE GOVERNMENT AT BELL

I wish to call your attention to the very important work that is now being carried on at the Governmental station at Bell under the direction of Prof. Scott. A number of Nurserymen including myself recently had the opportunity of visiting the station and Prof. Scott showed us what he was doing.

I was particularly struck with his success with apple seedlings grown from root cuttings, also varieties of apples grown from root cuttings. Prof. Scott will make a report on his work for the past year, and I am sure you will all be glad to hear it.

The work at Bell is significant of the possibilities of further experimental work under Government supervision. The appropriation at the present time does not permit of a very extensive plan of experimental work, but it seems to me that the Nurserymen

should interest themselves in securing for this work larger appropriation. There is just \$20,000 at the disposal of Prof. Scott for his experimental work—he has made that go a long ways. I believe if he had \$10,000 or \$20,000 more, he could make a most satisfactory showing. I recommend that the Nurserymen undertake to secure through Congress this increased appropriation.

#### OUTLOOK

In spite of market depression and general deflation of values especially products of the soil, there has been no appreciable decline in prices of horticultural products known as Nursery stocks. The general report coming from Nursery centers this spring indicates an almost complete cleanup of all surplus fruit trees and ornamentals. The usual surplus has been greatly reduced, and if reports are correct, the old hoodoo brush-pile has been conspicuous by its absence this past spring. Many lines of stock were extremely scarce, and on these, prices were abnormally high, nevertheless, the demand seemed to increase as prices advanced. All of this indicates a promising market for the coming year and should afford no small degree of encouragement to the American grower. Conditions now prevailing in the U. S. place the task of production squarely in the hands of the American Nurseryman, and I feel confident that the American Nurseryman can and will rise to the situation and supply every need of the planting public with No. 1 quality stock produced by American labor and branded "Made in America." Yes, I believe the future of the Nursery business never was brighter than at the present time, and I take consolation in the fact that there is every good reason for the Nurserymen to bring up their sons in the business from now on instead of sending them into other professions.

#### CONCLUSION

In conclusion, I wish to thank the members of the Executive Board for the support and co-operation which they afforded me in carrying out the work of the Association during the past year. I wish also to convey

to the committee-members and the Nurserymen who served as special representatives to various conferences, my appreciation of the splendid service they rendered for the good of our industry. There has been team work all around throughout the entire year. I have heard no criticism and I have found every member ready and willing to do his share when called upon. It has not been a one man's job this year and I believe everyone has enjoyed doing his bit. I would like to see a continuation of this team work for it surely gets results. We are on the right track with a good clear road ahead. We can carry a larger load and put on more speed. Let's go!

M. R. CASHMAN.

#### Trade Mark Regulations

For the benefit for those who have made inquiry from time to time as to trade mark provisions—particularly with regard to their application to plants and fruits, we quote the chief clerk of the U. S. Patent Office, William J. Wyman, under date of June 1, 1922, as follows:

A trade mark may be defined as an arbitrary word or symbol actually used on articles of merchandise to indicate where they come from; that is, who makes them. A trade mark which has been so used in commerce among the several states, or with foreign nations, or with Indian tribes, may be registered in the Patent Office by any firm, corporation or association owning such mark.

New varieties of fruit are not registrable in this office. Products of Nature are not subject to patent protection. The office issues patents for new and useful arts, machines, manufacturers and compositions of matter, and registers trade marks, labels and prints pertaining to articles of merchandise. The registration of a trade mark does not protect the goods sold thereunder. The registration of a trade mark would not prevent the sale of the same goods under a different trade mark. The office has no information relative to new fruits and the introducers of such fruits.

When writing to advertisers just mention American Nurseryman.



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SHRUBS  
ROSES  
VINES**

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**The Huntsville Wholesale Nurseries, Inc.,**  
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